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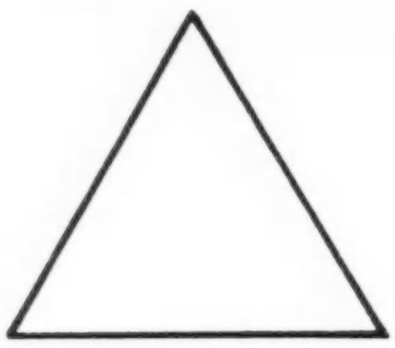

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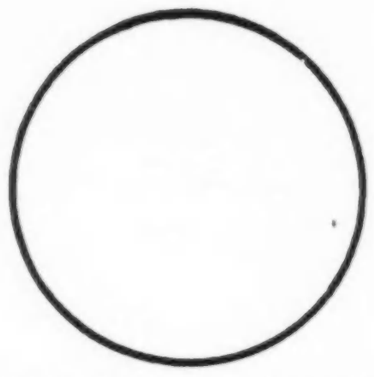

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Front cover photograph

Stardrive adjustable speed drive equipment in production at the Rugeley, Staffordshire, plant of Lancashire Dynamo Electronic Products (MI Group). Stardrives, built in ratings from $\frac{1}{8}$ h.p. to 150 h.p., are controlling a wide variety of industrial processes not only in European countries but also in the United States, Australia, India and China.

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Peru's industrialization offers an opportunity for British exporters

By A. H. SPIRE, First Secretary (Commercial), British Embassy, Lima

A WIDE VARIETY of natural resources, an economy which is developing at a remarkably high rate, a stable political situation with a trend towards social reform, satisfactory foreign exchange reserves, relative freedom from restrictions on trade and a long tradition of friendship with Britain – these are some of the solid attractions which Peru offers to the would-be British exporter. Opportunities are there in abundance for firms able and willing to take the initiative to seize them. For the businessman with courage and imagination, Peru offers both a challenge and an opportunity. For the successful, the rewards can be considerable.

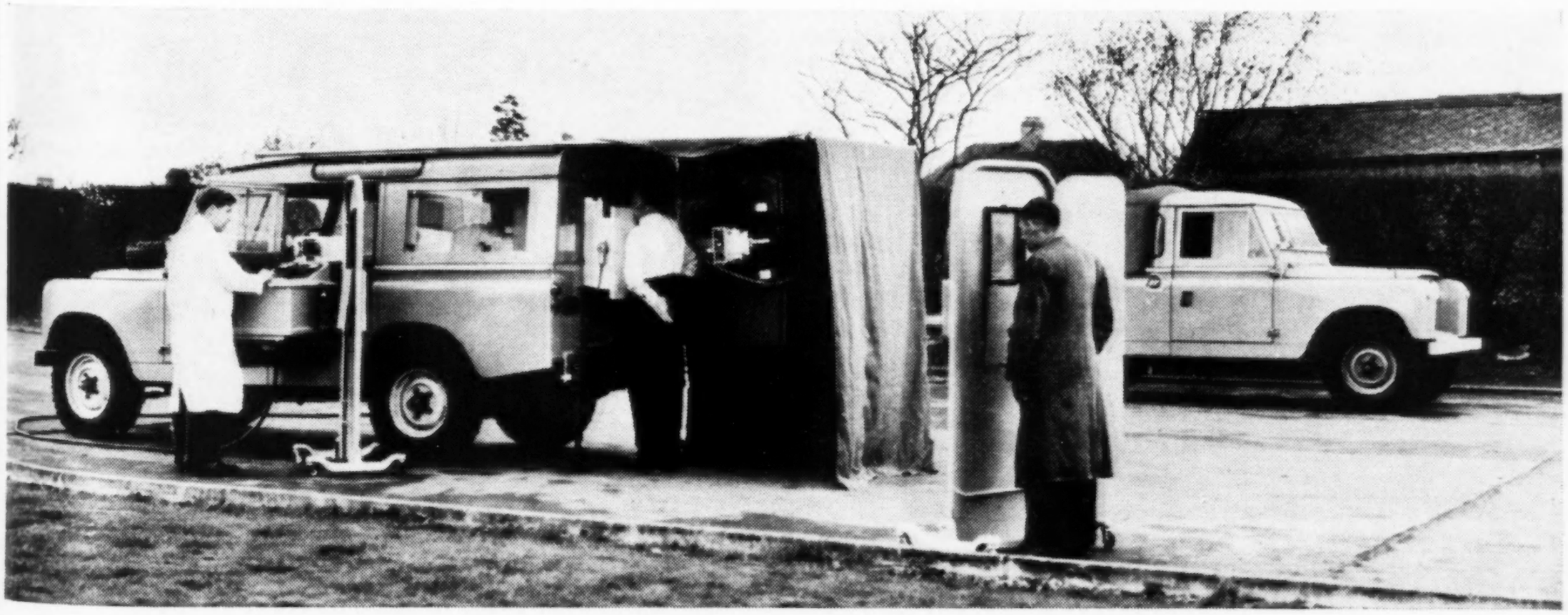
A buoyant expanding economy

The Peruvian economy has now reached the stage where a major industrial break-through is possible. Unlike other Latin American States which have passed through a similar phase, Peru has a wide range of export products to support industrial investment and her balance of payments presents no serious problem. Nor is the climate of economic nationalism so inhospitable as in many developing countries. There is a stable, progressive government dedicated to industrial and agricultural expansion and reform. Foreign capital is pouring in and suppliers' credits are being offered on generous terms, often including a substantial proportion in cash to finance local costs. According to Peruvian economists and bankers there is still room for substantial further borrowing abroad, as foreign debt servicing at present absorbs less than 12 per cent of export earnings.

The opportunities for exporters

What does this growth and change mean for British exporters? Peruvian industrial growth means more rather than less business for foreign suppliers. Imports in 1964 were the highest ever recorded. For manufacturers of capital equipment industrialization opens up fresh opportunities. New factories mean more machine tools, special processing plant, semi-manufactures, and a whole new range of more sophisticated imports than Peru has hitherto required. The Peruvian Government is committed to a major programme of road-building so as to open up the cultivable areas of the East Andean foothills to consumer markets. Agrarian reform calls for elementary mechanization of peasant agriculture. The education programme means many more technical schools, all to be equipped with machine tools and plant. Rural electrification calls for more generator sets. There will be a national electricity grid needing substantial quantities of transmission lines. There are plans for expanding and modernizing the Peruvian National Steamship Line's fleet. The Tourist industry is being boosted by government aid. Details of these and many more developments of interest to British exporters will be found in 'El Peru Construye', the Peruvian President's message to the nation on July 28, 1964 in which he formulated his expansion programme.

Major developments call for imaginative proposals. Large projects (some of them studied by British consultants under the British technical co-operation programme) can often best be tackled on a turnkey basis whereby a number of British manufacturers combine to offer a range of equipment, backed by long term credit organized by associated financiers. In certain circumstances, it may be better to take the initiative in presenting an offer rather than wait for a specific invitation from the Peruvian side. Combined operations of this nature can be attractively presented and provided there is sufficient flexibility in the approach to take account of local political and other considerations the chances of success are high, especially as the larger, well backed projects of this nature are dealt with at government level and may attract appropriate guarantees. However, the negotiation of such contracts can be difficult and protracted and the counsel and collabor-



These mobile radiography units, made by Watson & Sons (Electro-Medical) Ltd., were supplied to Peru for use in the Peruvian Andes where road conditions are difficult. They have given excellent service, and further orders have been placed.

Facts about Peru

Area	500,000 square miles
Population	11 millions
Currency	Sol (75 Soles = £1)
Total imports.	£209 million
Total exports	£238 million
Imports from U.K.	£11.7 million
Exports to U.K.	£22.9 million
Foreign exchange reserves	Dollars 140 million

The address of the Commercial Secretariat, British Embassy, Lima, is: Edificio Washington – 12th Floor, Esquina 7a. cuadra Avenida Arequipa/Plaza Washington. Postal address: Casilla 854 – Lima. Telex: Prodrome WLA 5230. Cables: Prodrome – Lima. Telephone: 83830.

ation from the outset of experienced and well-introduced local agents is recommended. Advice on the selection of such agents may be obtained from the Commercial Secretariat, British Embassy, Lima.

Of course, as happens in every industrial revolution, traditional patterns of trade are changing and some British exporters will suffer in consequence. Manufacturers in the more vulnerable sector may be faced with the choice between arrangements for local production (even if less profitable than direct export) or loss of their trade to a Peruvian national industry.

For a century or more, British firms have been exporting manufactured goods in exchange for Peruvian raw materials. But the Industrial Promotion Law of 1959 created an exceptionally favourable climate for the local manufacture of a wide range of consumer goods which were formerly imported. Machinery and equipment, raw materials etc., required for industrial expansion were exempted from duties. Additional encouragement was given to local manufacture by protective (and at times prohibitive) duties on imports of competing goods. As a result, a change came over the foreign trade of Peru. Some British exporters e.g. of textiles, saw a valuable market dry up in a few years. It was scant consolation that their loss was the gain of British textile machinery manufacturers who now enjoy a good market in Peru.

Local investment opportunities

In recent years exchange control and balance of payments difficulties in Britain have inhibited investment in Peru but a number of British firms have established themselves, principally in textile production, foodstuffs and household articles. Such investments have usually been profitable. Where direct investment was not possible, licensing arrangements on a royalty basis were concluded with Peruvian manufacturers.

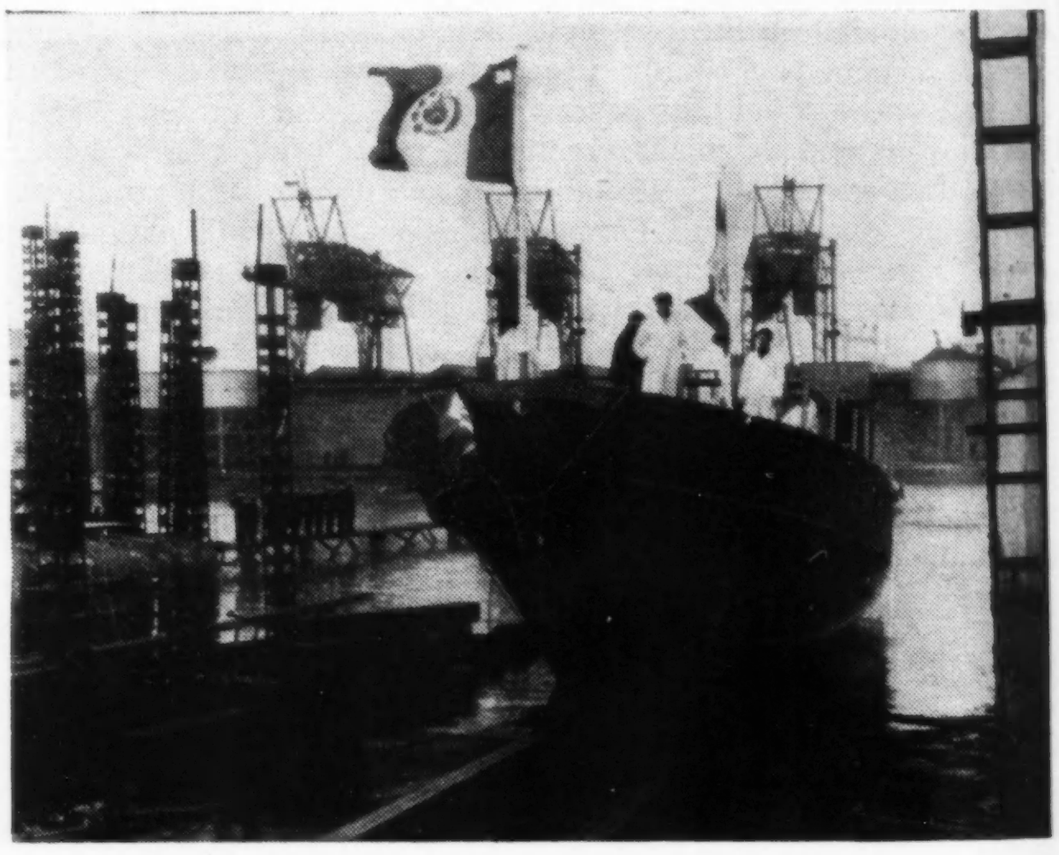
Although some hundreds of small enterprises set out to produce consumer goods, it was not until very recently that serious advances were made in the metallurgical industry. The phenomenal growth of the fish meal industry stimulated engineering development and there are now a number of workshops equipped to produce fishing boats up to 200 tons capacity (an ocean-going tanker has just been launched at Callao – British technicians have been advising on construction), fish meal plant (already being exported), mining machinery, pumps, cranes, bridges, transportation equipment, steel buildings and industrial boilers (under licence from a well-known British maker). The State steelworks are being extended to 300,000 tons capacity. Under heavy tariff protection, a local plant has started making forged hand implements, thereby threatening a traditional and valuable British export trade.

The first Peruvian motor vehicle assembly plants go into production later this year. Some 17 overseas manufacturers have applied for authority to assemble locally and their rated capacity is far in excess of total present imports of vehicles – about 20,000 annually. These plants will be required steadily to increase the locally-made proportion of their products and this is bound to encourage manufacture of various automotive components. Already, tyres, springs, batteries, brake linings and some simpler electrical equipment are made in Peru.

Accent on growth-imports at record levels

The Peruvian industrial revolution is gathering momentum. Some old established lines of trade will be threatened but the losses will be far out-weighed by the new opportunities, especially for engineering contractors and manufacturers of machine tools, semi-finished goods, automotive parts; to manufacturers of chemicals and new synthetics for industry, to suppliers of earth moving equipment, heavy road-making machinery, electronic equipment, and in general the range of capital equipment required by a country in the 'take-off' stage of development. It should, too, be possible to conserve a good deal of our established trade (which has the merit of quick returns and shorter credit lines) provided that the firms concerned are prepared to adapt themselves to changing social conditions. The thing firmly to remember is that the industrialization of Peru will make more purchasing power available to the mass of the population. This will result in an increased demand for imported goods – a changing demand, but a rapidly growing one. One only has to travel in Peru to see how rapid are the changes. The llama herdsman in the Andes now sports his transistor radio and the jungle Indian has an in-board motor in his dugout canoe.

Peru is already the fourth largest outlet for British exporters in Latin America and with a broadly-based economy, freedom from exchange controls and virtually no import restrictions, there is every reason for Britain to capture more than her present small share of this £200 million and rapidly growing export market.



'Sanchez Carrion', the last of six fast patrol craft, designed and built by Vosper Limited, Portsmouth, for the Peruvian Navy, was launched at Vosper's Portsmouth shipyard on February 18. The Peruvian patrol craft are designed for coastal patrol and air/sea rescue duties. They are built in prefabricated mild steel with aluminium alloy upperworks and will be powered by Napier Deltic diesel engines. They will be fitted with Decca true motion radar, a Sperry compass and modern navigational equipment. Comprehensive modern radio equipment by Redifon will also be fitted.

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Britain to adopt the Metric System

The following announcement regarding Britain's adoption of the metric system was made by Mr. Douglas Jay, President of the Board of Trade in Parliament on May 24; in answer to a question:

'The Government are impressed with the case which has been put to them by the representatives of industry for the wider use in British industry of the metric system of weights and measures. Countries using that system now take more than one-half of our exports; and the total proportion of world trade conducted in terms of metric units will no doubt continue to increase. Against that background the Government consider it desirable that British industries on a broadening front should adopt metric units, sector by sector, until that system can become in time the primary system of weights and measures for the country as a whole.

'One necessary condition for advances in this field will be the provision of metric standards wherever possible internationally recognized, which will enable particular sectors of industry to work in metric units. The Government have therefore asked the British Standards Institution – and the Institution have agreed – to pay special attention to this work and to press on with it as speedily as possible. The Government will, of course, take this new commitment into account in determining the amount of future grants-in-aid to the Institution. We are also considering how we can best encourage the educational work to familiarize future school generations and students in technological establishments with working in terms of metric units.

'We shall also encourage the change to the metric system as and when this becomes practicable for particular industries, by seeking to arrange that tenders for procurement by the Government and other public authorities shall be in terms of metric specifications.

'Practical difficulties attending the changeover will, of course, mean that this process must be gradual; but the Government hope that within ten years the greater part of the country's industry will have effected the change. To this end they propose to establish a small standing joint committee of representatives of Government Departments and industry to facilitate the removal of obstacles and to keep under constant review the progress which is being achieved.

'The Government will keep in touch with Commonwealth Governments on this matter.'

EFTA move for closer contacts with EEC

THE FOLLOWING communique was issued on May 24 at the close of the meeting at Ministerial level of the European Free Trade Association Council in Vienna. The United Kingdom delegation was led by Mr. Harold Wilson, Prime Minister, accompanied by Mr. Douglas Jay, President of the Board of Trade, and Mr. W. Padley, Minister of State for Foreign Affairs.

'The EFTA Council met at Ministerial level in Vienna on May 24. Dr. Fritz Bock, Federal Minister for Trade and Reconstruction, was in the chair. Delegations of five member countries were led by their Prime Ministers. Dr. Klaus, the Federal Chancellor, welcomed the delegates.

'Ministers examined the situation as it exists today in Europe, after five years of successful development of EFTA. They discussed the likely consequences for Europe of the deepening division resulting from the continued separate evolution of EFTA and EEC. A heavy responsibility rested on the Governments to seek to ensure closer co-operation between EFTA and EEC and to pursue such policies as would promote to the greatest extent possible the growth of trade, the expansion of their economies and the welfare of all the peoples of Western Europe.

'Ministers considered that a hardening of the division could only be arrested by new initiatives. They firmly believed that steps could and should be taken to bring about closer and more continuous contact between the two groups, in order to facilitate the removal of trade barriers and the promotion of closer economic co-operation in Europe, which are the fundamental objectives of EFTA. They agreed that it would be desirable to seek to arrange meetings at Ministerial level between the two groups at the earliest opportunity which offered prospects of a fruitful result.

'Ministers therefore decided that the Council should be charged with the task of recommending what procedural arrangements might best facilitate contacts between EFTA and the EEC, and what substantive issues of policy might be the subjects of discussion between them, and that this report should be submitted to the Ministerial Council of EFTA at its meeting in Copenhagen in October with a view to a meeting between EFTA and the EEC as soon as possible thereafter.

'Ministers then considered a number of substantive ideas for increasing and strengthening co-operation between EFTA and the EEC, and for co-ordinating where practicable their policies in relation to developments of special economic concern to the two groups. These ideas include possible ways of reducing obstructions to freer trade between the two groups, functional collaboration in fields of research and development and the harmonization throughout Europe of regulations and standards important for the manufacture and movement of goods.

'Ministers again stressed the paramount importance they attach to a successful outcome to the Kennedy Round as the principal means for the lowering of barriers to trade, both world-wide and in Europe. They confirmed the intention of the member countries of EFTA to continue to work towards its success. Furthermore, Ministers stressed their determination to co-operate with the United Nations Conference on Trade and Development.

'Ministers reaffirmed their determination to intensify co-operation within EFTA, in order to ensure the prosperity of its own members and to offer the best prospect of achieving a satisfactory basis for closer collaboration between the Association and the European Economic Community. The transitional period of the Association would end in a year and a half. They agreed that member countries should ensure that all necessary action was in train to secure that the Association would function to the fullest advantage of all of them, when the stage of full freedom of trade provided for in the Convention was reached. They accordingly instructed the Council at official level to examine the further progress to be made in EFTA with this in view and to report to them in time for their next meeting. The report would deal in the first place with the internal arrangements of EFTA, including the Economic Development Committee, with due regard to the objectives of the Association as set out in Article 2, and Articles 22 and 27. Secondly the report would cover the external aspect of EFTA activities, taking into account the arrangements proposed for joint discussions with the EEC. Thirdly the Council were instructed to review the institutional arrangements of EFTA.

'Ministers made it clear that a vital step in the consolidation of EFTA was the elimination of the United Kingdom import charge. They noted the continued strengthening of the balance of payments of the United Kingdom, and welcomed the statement of the British Prime Minister that the surcharge would be removed as soon as possible.

'Ministers took note with great regret of the wish expressed by the Secretary General, Mr. Frank Figgures, to leave the Association and return to the British Treasury on November 1 of this year. They congratulated him on his appointment to an important post and expressed their deep appreciation of the outstanding services which Mr. Figgures has rendered to the Association and the member Governments since he became Secretary General in September, 1960.

'At the invitation of the Danish Government, the next meeting at Ministerial level will take place in Copenhagen on October 28-29, 1965.'

August Bank Holiday date

The Board of Trade wish to remind the public and all those concerned with holiday and programme arranging that the forthcoming August Bank Holiday will fall on Monday, August 30, *i.e. during the last week of August instead of the first week. In* 1966 *it will fall on Monday, August* 29.

International Convention for the Safety of Life at Sea

THE BOARD OF TRADE have revised the statutory rules which contain the detailed requirements for safety measures in ships. The rules, which came into force on May 26, 1965, cover the construction of passenger and cargo ships, the provision of life-saving and fire appliances, pilot ladders, marine radio and direction-finding equipment, and various other matters, including the carriage of dangerous goods and of grain cargoes.

The International Convention for the Safety of Life at Sea, 1960, was ratified by the United Kingdom last year and comes into force on May 26, 1965. The Convention replaces a like Convention of 1948 and makes a considerable number of changes in the measures to be taken internationally to increase safety in ships. To give effect to the Convention the United Kingdom Government passed the Merchant Shipping Act, 1964.

The new rules have been prepared in consultation with the Chamber of Shipping, the Shipbuilding Conference, the Seafarers' Organizations, the Fishing Industry, and other interested bodies. The rules will apply in their entirety to new ships laid down on or after May 26. They will also be applied, so far as the Board of Trade consider it reasonable and practicable to do so, to existing ships. In the case of existing ships the introduction of new requirements will usually be phased over a period of time which will vary according to the practical difficulty of meeting particular requirements.

Most of the changes made by the Safety Convention and reflected in the rules are of a detailed technical nature, but some of the more important ones are worthy of special mention. The rules lay down improved standards of protection against fire in ships and increased provision of fire-fighting equipment. In the field of life-saving appliances the improvements include the compulsory carriage of inflatable life-rafts in nearly all classes of ships, including, for the first time, large passenger liners. The rules also require a new design of life-jacket which is a considerable advance on the existing pattern. Some of the rules cover fishing vessels and require them to have increased life-saving equipment, fire appliances and radio equipment.

In general the rules bring up to date existing ones, but the rules for the survey of the hull and machinery of cargo ships are new. These surveys will be carried out in the main by Lloyd's Register of Shipping and certain other Classification Societies on behalf of the Board of Trade. The great majority of British cargo ships are, in fact, surveyed by the Classification Societies already, but the carriage of a valid certificate guaranteed by the government of the country in which the ship is registered, is now an international requirement under the Safety Convention for cargo ships of 500 tons or over.

The Safety Convention and the consequential rules which are being made under the Merchant Shipping Act, 1964, mark another advance in the promotion of safety of life at sea in which the United Kingdom has always taken a leading part. But international co-operation in this field is a continuing function, and next year there will be an international conference in London to revise the 1930 Load Line Convention. This conference is expected to make a further contribution to safety in due course.

Note:

The following is a complete list of the new rules, regulations and orders which are available from HM Stationery Office, Kingsway, London, W.C.2, and branches, at the prices indicated:

Merchant Shipping (Passenger Ship Construction) Rules, 1965 (S.I. 1965/1103. Price 6s. 6d.).

Merchant Shipping (Cargo Ship Construction and Survey) Rules, 1965 (S.I. 1965/1104. Price 1s. 6d.).

Merchant Shipping (Life-Saving Appliances) Rules, 1965 (S.I. 1965/1105. Price 5s.).

Merchant Shipping (Fire Appliances) Rules, 1965 (S.I. 1965/1106. Price 3s. 6d.).

Merchant Shipping (Closing of Openings in Hulls and in Watertight Bulkheads) Rules, 1965 (S.I. 1965/1114. Price 6d., by post 9d.).

Merchant Shipping (Musters) Rules, 1965 (S.I. 1965/1113. Price 6d., by post 9d.).

Merchant Shipping (Grain) Rules, 1965 (S.I. 1965/1062. Price 1s. 6d., by post 1s. 9d.).

Merchant Shipping (Dangerous Goods) Rules, 1965 (S.I. 1965/1067. Price 6d., by post 9d.).

Merchant Shipping (Pilot Ladders) Rules, 1965 (S.I. 1965/1046. Price 1s. 6d.).

Merchant Shipping (Radio) Rules, 1965 (S.I. 1965/1107. Price 3s.).

Merchant Shipping (Radio (Fishing Boats)) Rules, 1965 (S.I. 1965/1108. Price 2s. 6d.).

Merchant Shipping (Direction Finders) Rules, 1965 (S.I. 1965/1112. Price 1s. 3d., by post 1s. 6d.).

Merchant Shipping (Navigational Warnings) Rules, 1965 (S.I. 1965/1051. Price 6d., by post 9d.).

Merchant Shipping (Crew Accommodation) (Amendment) Regulations, 1965 (S.I. 1965/1047. Price 3d., by post 6d.).

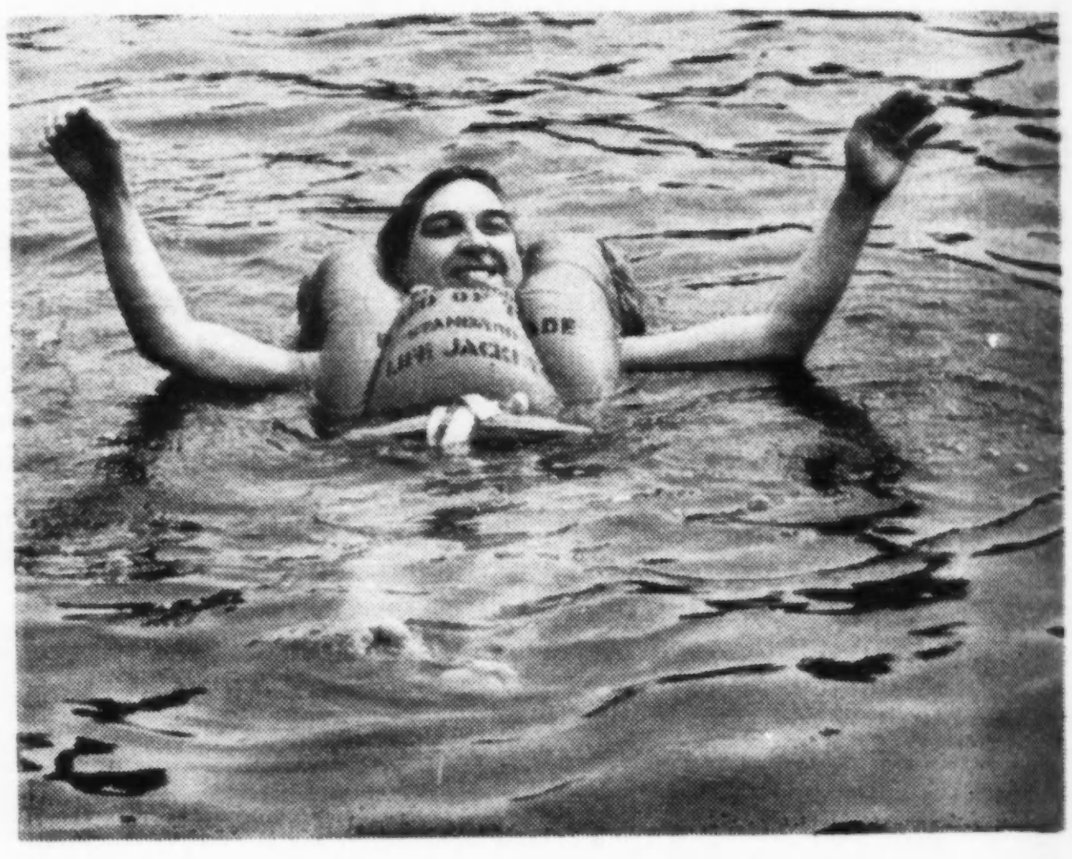
Merchant Shipping (Accepted Safety Convention Certificates) Regulations, 1965 (S.I. 1965/1145. Price 1s. 3d., by post 1s. 6d.).

Merchant Shipping (Safety Convention) (Transitional Provisions) Regulations, 1965 (S.I. 1965/1115. Price 3d., by post 6d.).

Merchant Shipping (Cargo Ship Construction and Survey) (Fees) Regulations, 1965 (S.I. 1965/1104. Price 1s. 6d.).

Merchant Shipping (Safety Convention Countries) (Various) Order, 1965 (S.I. 1965/1121. Price 3d., by post 6d.).

Mr. Mason demonstrates new life-jacket



Mr. Roy Mason, Minister of State (Shipping), Board of Trade, demonstrated the new standard Board of Trade life-jacket when he jumped into the Thames at Surbiton, Surrey, on May 21. He showed how the jacket will turn a person on to his back automatically (within 2½ seconds in normal sea conditions and within 5 seconds in still water) and is capable of supporting an unconscious person so that the face is held above water. The jacket has a buoyancy of 43 lb., compared with 23 lb. buoyancy of the existing model.

Designed specifically for seagoing ships – it is not intended for yachts – it is one of the requirements for safety measures in ships which are contained in the Statutory Rules revised by the Board of Trade. Although the new rules came into force on May 26, a considerable period, probably five years, will be allowed for the changeover to the new design. This is necessary because the new life-jacket is of 1.6 cubic feet capacity, as compared with .87 cubic feet for the existing jacket. The increased size will have to be taken into account for storage on existing ships, and time allowed for the manufacture of the new model. Meanwhile, the existing jacket, which has been instrumental in saving thousands of lives at sea, will continue in use.

'Pick-a-back' arrangements for export assistance

A BOOKLET, with a foreword by the President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance is published on May 28 by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British industry.

Copies may be obtained free from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Reference 987 G. Tel. City 5757. Ext. 245. Telex 25977, or from the Board of Trade Regional Offices.

Mr. Redhead to make export promotion tour of Scandinavia

MR. E. C. REDHEAD, Minister of State (Overseas), Board of Trade, is to make an export promotion tour of Scandinavia during the Whitsun parliamentary recess.

The Minister of State leaves for Norway on June 7. He will spend the next two days in Oslo. Here he will have discussions with the Norwegian Government. On the next morning he will see Mr. Trygve Lie, Minister for Trade and Shipping. Later he will meet leading Norwegian commercial and industrial personalities; those concerned with the forthcoming British Fair and Fortnight in Oslo (*Britain* 66): and representatives of British firms. He will also meet members of the Federation of Norwegian Commercial Associations and of the Norwegian Federation of Industries, and speak to them on Anglo-Norwegian trading relations.

On the evening of June 9, the Minister leaves for Sweden. In Stockholm next day he will call at the Swedish Ministry of Foreign Affairs. After meeting the Chairman and Board of the British Swedish Chamber of Commerce, he will speak at a lunch given by the Chamber. Later he will have discussions with leading Swedish importers. He will also meet managers of subsidiaries of British companies in Sweden, and will give a press conference. On June 11 he will have discussions with the Directors of the Swedish Export Council and Federation of Industries. At lunch he will be the guest of the Swedish Government. He will attend a reception given by the British Ambassador to mark the birthday of HM the Queen.

On June 12 the Minister of State will leave Stockholm for Jonkoping, where he will call on the Governor of Jonkoping Province; he will then visit the Elmla Agricultural and Industrial Fair, where he will inspect the British 'joint venture' pavilion. On the following day he will leave for Denmark.

In Copenhagen on June 14 Mr. Redhead will call on the Minister of Foreign Affairs, Mr. Per Haekkerup. In company with Lord Polwarth, he will attend a lunch given by the British Import Union, where he will make a speech. In the evening he will meet leading Danish businessmen and officials. On June 15 he will have discussions with the Federation of Danish Industries, and later attend a joint meeting with the Copenhagen Chamber of Commerce and Provincial Chamber of Commerce. In the afternoon he will call on the Minister of Commerce, Mr. Lars P. Jensen.

The Minister will return to London on the evening of June 15.

Anglo-Soviet trade talks

THE FOLLOWING joint communique was issued in Moscow on May 21:

'Delegations of the Soviet Union and the United Kingdom of Great Britain and Northern Ireland met in Moscow from May 18-21, 1965, to conduct under Article 5 of the Anglo-Soviet Trade Agreement the first annual review of Anglo-Soviet trade since the renewal of the Agreement for a further five years by the Protocol of April 23, 1964, signed by the two Governments. Each delegation expressed its views on Anglo-Soviet trade over the last year and on prospects.

'The Soviet delegation was headed by Mr. A. N. Manzhulo, the Chief of the Department for Trade with Western Countries of the Ministry of Foreign Trade, and the British delegation was headed by Mr. A. E. Welch, an Under Secretary in the Board of Trade.'

USSR accedes to the Industrial Property Convention

THE Government of the Union of Soviet Socialist Republics has given notice of its accession to the International Convention for the Protection of Industrial Property (as revised in Lisbon in 1958) with effect from July 1, 1965.

An Order in Council was accordingly made on May 14, 1965, declaring the Union of Soviet Socialist Republics to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks.

The Order (S.I. 1965 No. 1123) will come into operation on July 1, 1965. Copies may be obtained from the Sale Branch of the Patent Office, 25 Southampton Buildings, Chancery Lane, London, W.C.2, and from H.M. Stationery Office, Price 3d., by post 6d.

Australian trade promotion tour

Six British Trade Commissioners from Australia recently gave a press conference in Manchester during their special eight-week tour of Britain. From left are: Mr. N. A. Pinch, formerly British Trade Commissioner in Queensland; Mr. M. J. Marshall, Principal British Trade Commissioner in New South Wales; Mr. J. F. Cockcroft, Chairman, Australia Section, Manchester Chamber of Commerce; Mr. S. C. Stout, Principal British Trade Commissioner in Victoria and Tasmania; Mr. J. R. Morley, formerly British Trade Commissioner in Sydney; Mr. C. Bladen, Commercial Officer, British Trade Commission, Perth, and Mr. R. B. Stoker, Vice-President of Manchester Chamber of Commerce.

The Trade Commissioners are making a tour in which they are having private interviews with the managements of about 950 companies making a dozen groups of products of which the Board of Trade consider more could be sold in Australia. Because of the large demand for interviews the tour, originally planned for six weeks, has been extended to eight weeks. In addition the trade commissioners will be addressing about fifteen meetings of businessmen in leading industrial centres throughout Britain which are being arranged by trade organisations.

Australia is Britain's leading customer in the Commonwealth and the second largest in the world, taking about 6 per cent of Britain's total exports. In 1964 British exports to Australia were 8½ per cent up on 1963, £255.5 million as compared to £235.8 million.

Copies of the illustrated supplement 'Trading with Australia' recently published in the 'Board of Trade Journal' are obtainable free on application to the Board of Trade Library, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3038).

Prices and Incomes Board and the printing industry

MR. GEORGE BROWN, First Secretary of State and Secretary of State for Economic Affairs, in answer to a Parliamentary Question on May 19 on the operation of the Government's incomes policy, said: 'The National Economic Development Council recently decided, at my suggestion, to undertake a general review of the movement of both prices and money incomes. The House will wish to know that I am referring to the National Board of Prices and Incomes for examination – in the light of the national interest – wages, costs and prices in the printing industry.'

Prosecutions Branch change of address

THE PROSECUTIONS BRANCH and the Investigation staff of The Solicitor's Department of the Board of Trade is now at Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Export Campaign for Canada

'CANEXTOUR' – a major export promotion operation for the Canadian market – was announced by Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade, at the Canadian Chamber of Commerce luncheon in London on May 19. He said: 'Teams of experienced British commercial officers serving in Canada will fly to Britain for a special tour towards the end of this year. They will talk to individual firms in selected sectors of British industry about the prospects of increasing trade with Canada. Comprehensive surveys of the Canadian market are being prepared and will be issued next month. The Board will then issue invitations to more than 2,000 firms to meet one of the visiting teams.

'Our unfavourable balance of trade with Canada has grown year by year from £121 million in 1961 to a post-war record level of £260 million in 1964. Between 1961 and 1964 our exports to Canada fell by £35 million, though, as I say, our total exports to the world rose by 15 per cent. In the same period United Kingdom imports from Canada increased by over £103 million,' said the Minister of State.

Britain last year took more than one-seventh of Canada's total exports, including more than one-fifth of Canada's total exports of food. We bought large quantities of Canadian raw materials and also a growing amount of Canadian manufactured goods, most of which entered this country free of protective duty and quantitative restriction. On the other hand, British exports to Canada consisted almost wholly of manufactured goods which had to be sold in competition with products not only of the United States and other foreign suppliers, but also of a rapidly growing Canadian industrial sector.

The Minister of State continued: 'I believe that in the last few weeks our trade relations with Canada have entered upon a happier and more positive phase.' Referring to the recent Canadian proposal to change the Canadian Customs Act (see *Board of Trade Journal*, April 30, page 979, and May 7, page 1046) to deal with the case put forward by the British Government that there were some features in Canadian Customs law which bore inequitably or unreasonably on British goods by comparison with goods from other countries, the Minister of State quoted Mr. Walter Gordon's statement that the 'Canadian Government hoped that this proposal will be taken by British exporters as a decisive response to their pleas that Canada give a clear signal that we welcome their goods'. The Minister of State said:

'The British Government heartily welcome Mr. Gordon's statement and we welcome his expression of the Canadian Government's intention that effective use should be made of the new powers to remove discrimination against British goods.

'On the same day as Mr. Gordon's speech over 40 firms contacted the Board of Trade to see how it would affect their exports, and we have received many similar inquiries since.'

The Minister of State said that he noted with pleasure that the Premier of Saskatchewan had said his Government was making an effort to buy more from Britain, and had asked industry to do the same.

'The efforts of the Board of Trade are being backed up most energetically by the Committee for Exports to Canada, which was set up last year under the chairmanship of Mr. Peter Allen to provide a focus and a spur for efforts to increase British exports to Canada,' he said.

Among the specific projects with which the Committee were concerned, some in collaboration with the British Canadian Trade Association in Canada, were display rooms opened by the BCTA in Toronto and Montreal, in which samples of British goods could be put on show for Canadian trade buyers; a series of sectionalized registers of British products available for purchase in Canada; the preparation of a booklet on 'Selling to Canada', and arrangements for a number of outward and inward missions of businessmen, including, for example, a visit by a number of British manufacturers of giftware to Canada which was to take place shortly.

Prices and Incomes Board appoints three officials

THE NATIONAL Board for Prices and Incomes has appointed its two chief officials, and a press and public relations adviser. They are: Mr. Alexander Jarratt, who is to be Secretary to the Board and its senior official, Mr. Anthony Dangerfield, who is to be the Board's Assistant Secretary, and Mr. Eric Jacobs, who will be press and public relations adviser to the Board.

Mr. Jarratt, who is aged 41, was an Under-Secretary at the Cabinet Office, and before that he had held posts at the Treasury and Ministry of Power.

Mr. Dangerfield, aged 55, was previously Assistant Secretary to the National Incomes Commission, to which he transferred from the industrial relations department of the Ministry of Labour.

Mr. Jacobs, aged 29, has been a reporter on the staff of the *Guardian* since 1961 and for the past two years has specialized in labour and industrial affairs.

The Board expects to announce the appointment of two more advisers shortly. They will assist the Board on a part-time basis in the spheres of industrial relations and economics, and it is probable that they will be recruited from university faculties. A small full-time staff of economists, accountants and statistical experts is also being recruited.

Over 100 new firms in Northern Region in five years

THE FOLLOWING announcement was made from the Northern Region office of the Board of Trade in Newcastle on May 25:

'More than 100 new manufacturing firms (see footnote 1) have been secured for the Region since April 1960, when the Local Employment Act, 1960, came into force. Both the locations selected in the Region by these newcomers and their place of origin is widely spread. Their range of production is also very varied. Included among them are a number of foreign firms, some already with a unit elsewhere in Britain, but others whose project here represents their first manufacturing venture in Britain.

'The total jobs from these new firms is expected to exceed 33,000 of which over 21,000 are for men. Much of this employment is in branches of industry new to the Region.

'Additional to these developments is the substantial expansion that has taken place among many firms already in the Region: much of which is also in new production ranges – in some instances through the setting up of entirely new companies.

'The total number of jobs which are still to be filled from these new firms' schemes and from the expansion of existing firms, currently exceeds 41,000. Financial assistance for expansion schemes in the Region (including loans, grants and direct Government factory building) (see footnote 2) since April 1960, now exceeds £30 million.'

Notes: 1. In addition to firms new to the Region (or new production divisions of large groups) whose projects have been the subject of public announcement, a number of other new firms have made a decision to come to the Region but are not yet at the point of making a public announcement. There are still other firms at the point of making a decision to come, as this is a continuing process.

2. Building work in hand by the Industrial Estates Management Corporation is £6 million and work authorized, but not yet started, is over £5 million, a total of over £11 million. Employment on the Government's industrial estates and sites in the Region, including factories purchased or built at occupiers' cost, since April 1, 1960, has increased by over 21,000, an increase of nearly 33⅓ per cent.

New factory opened at Cambuslang

'AT THIS TIME when Scotland is flexing her industrial muscles and industry is on the move, this is exactly the sort of industry we need,' said Colonel Donald Cameron of Lochiel when he opened the new Cambuslang (near Glasgow) factory of Enfield-Standard Power Cables (Scotland) Ltd. on May 21. 'Scottish steel production in 1964 was a record; the output of the mechanical and electrical industries rose to £320 million; the new pulp and paper mill at

Fort William is nearing completion—all these are signs that Scotland is moving in the right direction, and this brings with it colossal demands for power. Scotland is on the threshold of great things, and we welcome a project like this,' he added.

The Earl of Verulam, chairman of the Enfield Rolling Mills Ltd. Group of Companies said the Cambuslang plant was the fourth and most modern cable producing unit in the group.

The building covers an area of 100,000 sq. ft. providing 'end to end' production with the feeding in of raw materials from service bays at each side. It cost over £1 million and is expected to provide employment for about 250 people.

Restrictive Trade Practices Act, 1956

Removal from the register of an agreement under section 12

THE BOARD OF TRADE have given a direction to the Registrar of Restrictive Trading Agreements under Section 12 of the Restrictive Trade Practices Act 1956, authorizing him to remove from the Register particulars of an Agreement between the members of the British Tin Box Manufacturers' Federation.

Section 12 of the Act provides that the Board of Trade may, upon representations from the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board to be of no substantial economic significance.

Section 12 (3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreement to which the direction relates and this has been done.

Notes

The agreement, as varied, to be removed from the Register relates to recommendations about the adoption of certain specifications drawn up by the Federation for oblong and square tin boxes and for 1½ inch screw necks, caps and components and about the adoption of certain specifications for tin boxes published by the British Standards Institution.

Seventy-four previous directions have been issued by the Board of Trade under Section 12. The last direction appeared in the *Board of Trade Journal* on March 12, 1965 (page 551).

Statement by the President of the Board of Trade

Upon receiving a representation from the Registrar of Restrictive Trading Agreements the Board of Trade under Section 12 of the Restrictive Trade Practices Act 1956 gave on May 19, 1965, a direction authorizing him to remove from the Register of Restrictive Trading Agreements all the particulars now contained therein of the Agreement between the members of the British Tin Box Manufacturers' Federation, particulars of which are included in the Register under No. 1065.

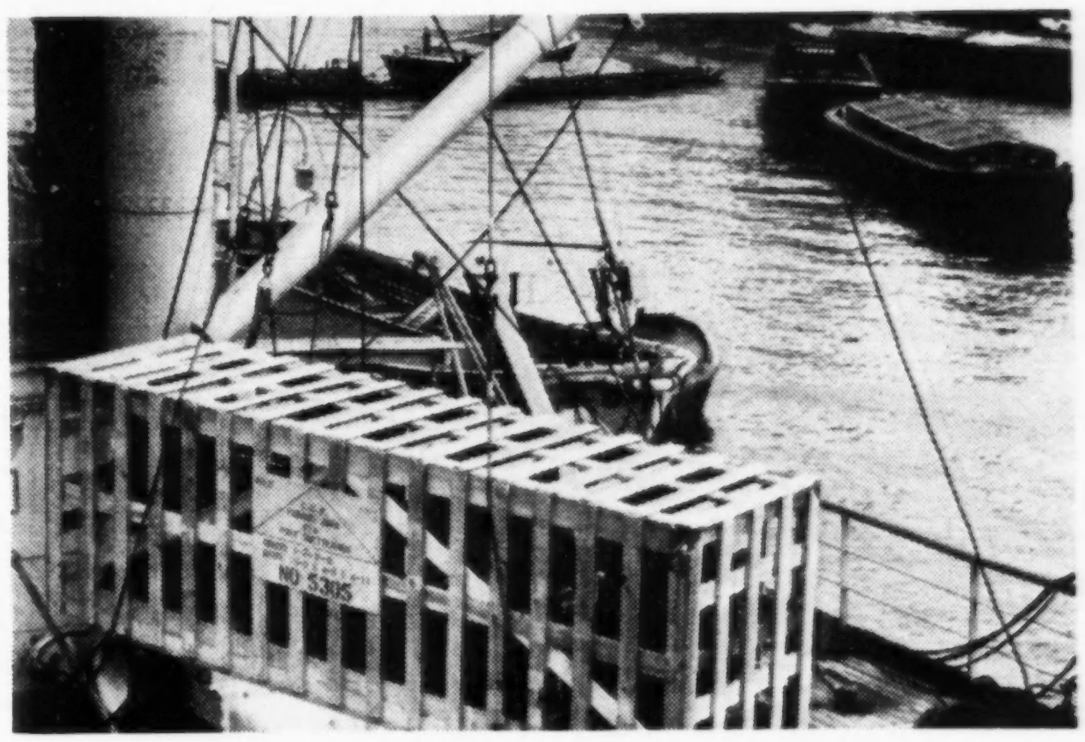
Revised purchase tax regulations

REVISED Purchase Tax Regulations (Statutory Instrument, 1965, No. 1050) have been made under the Purchase Tax Act 1963 and will come into operation on July 1. They replace the Regulations of 1945.

The Regulations are concerned generally with the administration and collection of the purchase tax. They refer in particular to such matters as registration for tax, the making of representations by registered persons acquiring goods tax-free for use as stock or materials, the furnishing of returns of tax, payment of tax and recovery by distress of unpaid tax.

Copies of the Regulations are obtainable (price 1s. 3d., by post 1s. 7d.) from HM Stationery Office, York House, Kingsway, London, W.C.2, and branches, or through any bookseller.

Note: Apart from a certain amount of re-drafting the Regulations are substantially the same as those they replace except that the Schedule contains specimens of two additional purchase tax forms (Application for registration; Return of purchase tax payable).



Twenty high efficiency 'cyclones' manufactured by Ambuco Ltd., of London have been shipped by Lep Transport to Malaysia. Ambuco have supplied the complete dust recovery units, which together will handle 133,000 c.f.m. for the new fertilizer granulation plant which has been designed by ICI's Agricultural Division at Billingham, and is being built by Chemical Construction (GB) Ltd., for the Chemical Company of Malaysia at Padang Jawa, near Kuala Lumpur.

Campaign to advertise Government services for exporters

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

A major advertising campaign to publicize Government services for exporters has been launched in the national and local Press in recent weeks and will later appear in the trade and technical Press. A representative advertisement is published on pages 1204 and 1205.

The slogan of the campaign is 'Call Export Intelligence' and is mainly directed to management concerned with overseas trade. Telephone calls are invited for

1. Guidance on individual export problems
2. Information on the most likely market(s) for product(s) overseas
3. Introductions to potential agents and buyers
4. Help with overseas business visits
5. Status reports on foreign firms
6. Information on Tariff and Import regulations
7. Details of overseas contracts out for tender
8. Help and advice on participating in Trade Fairs overseas
9. Assistance in finding licensees abroad
10. Information on how to market and advertise abroad
11. Investigation into product suitability for foreign tastes and customs
12. Help with overseas publicity (through Central Office of Information).

Special telephone lines and staff have been installed at the Board's Export Services Branch and regional offices to facilitate the handling of inquiries. The telephone numbers are given below:

HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104.
Newcastle 27575 Telex 53178
Workington 3788

British overseas commercial representatives' visits during June to August

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during June to August, 1965.

AUSTRIA (Vienna)	A. Ferguson	Second Secretary (Commercial)		See footnote.
GERMANY (Bonn)	D. N. Royce	Counsellor (Commercial)	July	In present post since 1963.
GHANA (Accra)	W. F. B. Price	British Trade Commissioner	From early August	Has previously served as Assistant British Trade Commissioner in Tanganyika (Dar-es-Salaam).
JAPAN (Osaka/Kobe)	J. O. Lloyd	H.M. Consul-General	July	In present post since 1963.
KUWAIT	W. F. Marshall	First Secretary (Commercial)	July	In present post since 1963.
LAOS (Vientiane)	H. Docherty	First Secretary (Commercial)	From July	In present post since 1963.
MOROCCO (Rabat)	R. G. Giddens	First Secretary (Commercial)	From mid-July	In present post since 1963.
NEW ZEALAND (Auckland)	J. D. Leithead	British Trade Commissioner	August	Previously British Trade Commissioner in Australia (Perth).
SENEGAL (Dakar)	L. W. James	Second Secretary (Commercial)	August	In present post since mid-1964.
SOVIET UNION (Moscow)	B. Sparrow	Second Secretary (Commercial)	From early July	In present post since mid-1964.
SUDAN (Khartoum)	G. T. Burgess	Second Secretary (Commercial)	From mid-July	Previously Second Secretary (Commercial) in United States (Washington).
THAILAND (Bangkok)	P. R. T. Dain	Second Secretary (Commercial)	August	Has previously served as Third Secretary (Commercial) in Vietnam (Saigon).
URUGUAY (Montevideo)	C. W. Wallace	First Secretary (Commercial)	From July	Previously First Secretary (Commercial) in Argentine Republic (Buenos Aires).
VENEZUELA (Caracas)	K. D. Jamieson	Counsellor (Commercial)	From early July	In present post since 1963.
YUGOSLAVIA (Belgrade)	C. N. Jupp	Counsellor (Economic/Commercial)	From mid-July	In present post since 1963.
ZAMBIA (Lusaka)	E. V. H. Cooper	Second Secretary (Commercial)	July/August	Has previously served as Assistant British Trade Commissioner in South Africa (Cape Town)

Note: A. Ferguson from Vienna, although still available as listed in April 30 issue, will not now be returning to Austria.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment, stating the nature of the problem and the commodities involved.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 16/20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Marking of imported measuring tapes and bands and certain circular slitting saws

THE BOARD OF TRADE announced on May 18 that an Order in Council under Section 2 of the Merchandise Marks Act 1926, the Merchandise Marks (Imported Goods) Order 1965, S.I. 1122, which relates to the marking of an indication of origin on all imported measuring tapes and bands and on certain circular slitting saws, was made on May 14, 1965.

In so far as it relates to measuring tapes and bands, this Order supersedes the Merchandise Marks (Imported Goods) No. 9 Order 1933 and also Part IV of the Merchandise Marks (Imported Goods) No. 5 Order 1929 (as amended). Part I of the Order requires all measuring tapes and bands to bear an indication of origin on importation, sale or exposure for sale in the United Kingdom. Part II of the Order amends Part IV of the 1929 Order in relation to circular slitting saws, polished to a mirror finish, with a diameter not exceeding 65 millimetres and varies the manner of marking these goods. It also makes drafting amendments to Part IV of the 1929 Order to give effect to the recommendations of the Merchandise Marks Standing Committee in their Report on certain hand tools (Command Paper No. 1039).

Article 5 (ii) of the Order, which gives permanent effect to an amendment temporarily effected by a Direction (S.I. 1964/785) comes into operation on June 5, 1965. The remainder of the Order enters into force on March 1, 1966. Copies of the Merchandise Marks (Imported Goods) Order 1965 S.I. 1122 are obtainable from HM Stationery Office, London, W.C.2, and branches, or through any bookseller, price 9d. (1s. 0d. by post).

Application for drawback on natural sponges imported for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on natural sponges imported for export.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1 not later than June 16, 1965.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and

normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 11, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.36	Clopamide . . .	As in previous column .	December 31, 1965	6704
35.01	Acid Casein . . .	Lactic casein . . .	December 31, 1965	8621

Note:
The following item is a re-advertisement, under a revised definition, of a current temporary exemption.

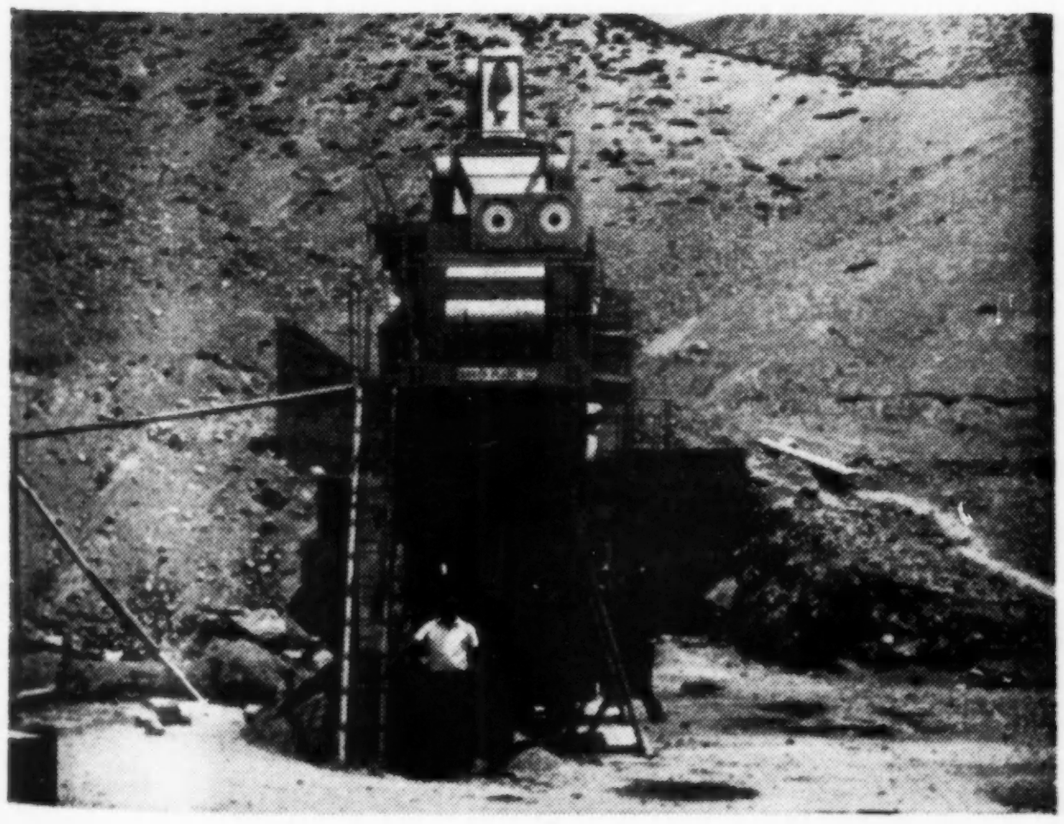
Tariff heading	Revised definition for tariff purposes	Present definition for tariff purposes	Reference
29.14	2:4:6-Trinitrobenzoic acid which yields not more than 0·1 per cent by weight of sulphated ash.	2:4:6-Trinitrobenzoic acid .	261

Application for temporary exemption from import duty of dichloromethane

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of dichloromethane. The application has been made on the grounds that supplies of this chemical available from United Kingdom and Commonwealth sources during the period July 1 to October 31, 1965 will not be sufficient to meet a substantial proportion of the total United Kingdom demand.

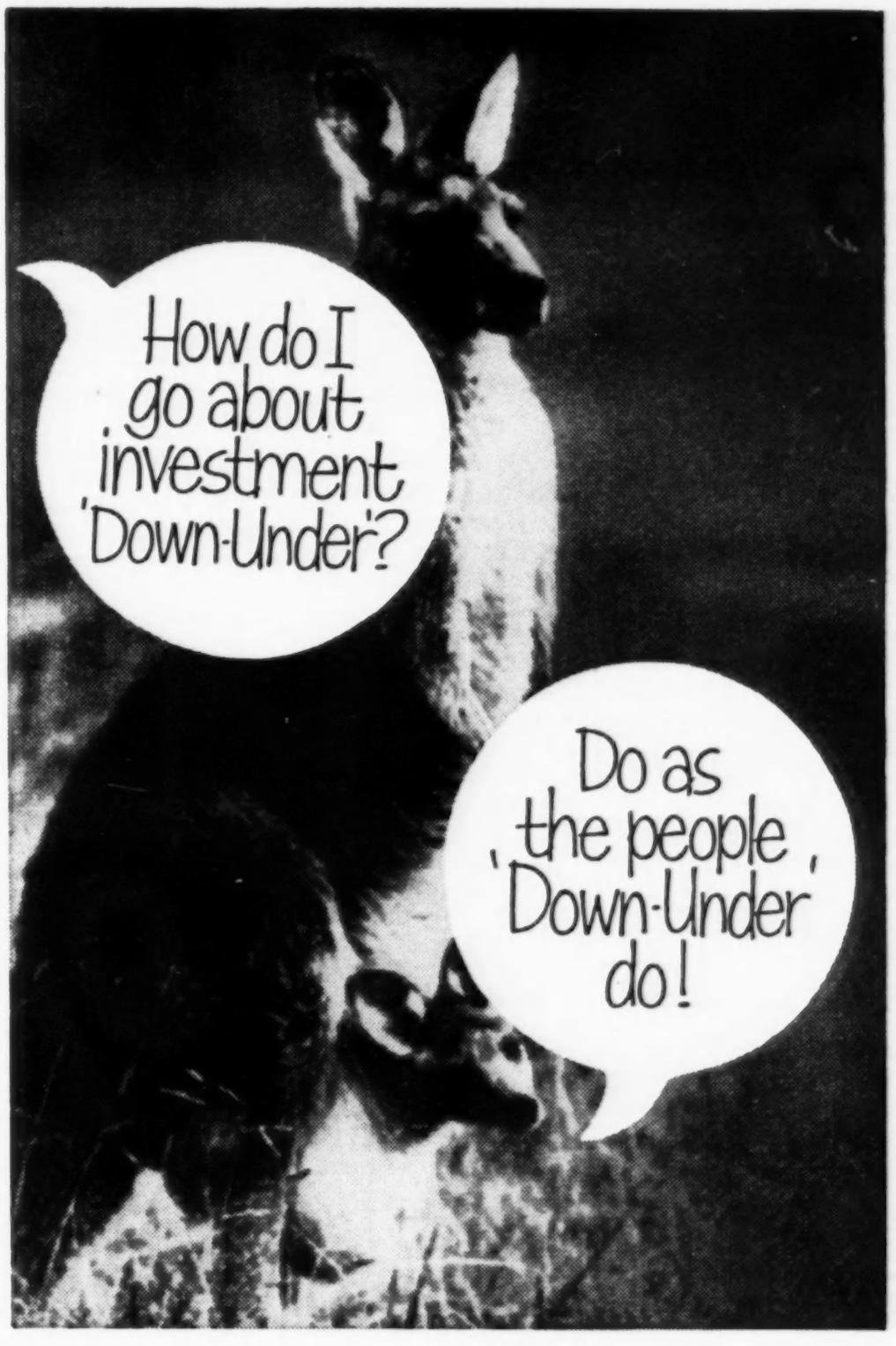
Representations are invited from (i) manufacturers of this chemical in this country or agents in this country of Commonwealth manufacturers who consider they are or will be, during the period mentioned above, in a position to supply United Kingdom users and (ii) users of this chemical who are also experiencing difficulty in obtaining supplies. Users are asked to give full details of their requirements during the period July 1 to October 31, 1965, and what proportion of their requirements they expect to obtain from United Kingdom or Commonwealth sources.

Interested parties should get into touch with Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2515 or 2519) not later than June 11, 1965.



An asphalt plant supplied by Frederick Parker Ltd., to Peruvian civil engineering contractors. A further order has since been received by this firm from the Public Highway Administration of the Ministry of Public Works and Development and is worth about £30,000. *(See pages* 1179/80).

These mobile crushing and screening plants will be used in the construction of public roads all along the Peruvian coast line. They will produce classified sand for the sealing of asphalt finishing surfaces.



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Australian Migrant Information Service: Television House, Kingsway, WC2.

New Books

Directory of British Associations, 1965 (218 pages. 60s., by post 62s., from C. B. D. Research Ltd., 75 Park Lane, Croydon, Surrey) is another addition to the growing collection of reference books providing assistance in the task of identifying and locating societies and associations. It is wider in scope than Millard's *Trade Associations & Professional Bodies in the United Kingdom* (see *Board of Trade Journal*, October 16, 1964, p. 844), as it extends to the Irish Republic and includes national organizations in every field of interest or activity (excluding only friendly societies and benevolent societies in aid of specific occupational groups). 'National' has been used in the sense of relating to any of the five countries in the British Isles; and local organizations of national significance, and local chambers of trade and commerce are also included. The main sequence of entries, in alphabetical order, gives the full name of each organization, its address and telephone number, and (in most cases) particulars of the membership and brief notes on publications. Although the function of each organization (political, charitable, trade association, trade union, etc.) is indicated by a code letter, there is no explanation of the field of interest of a society when this is not apparent from its name. Millard's book has the occasional brief note giving this information. The *Directory* concludes with an index to initials or other forms of abbreviation, an index to the titles of publications, and a subject index to the activities or interests of the societies and associations listed.

Directory of British Market Research Organizations and Services, by Max K. Adler (88 pages. Crosby Lockwood, 21s.). 'This is the first comprehensive directory listing the market research facilities available in this country.' The book is arranged in three sections. Part I lists the market research facilities in alphabetical order, and, under each heading, the names of the organizations offering the particular service. Part 2 lists the market research organizations in alphabetical order and the facilities offered by each of them. The last part is a glossary of the most common market research terms.

International Scientific Organizations. Organization for Economic Co-operation and Development. (281 pages. Available from OECD Publications, 2 rue André-Pascal, Paris 16e). After an introduction on 'Some aspects of international scientific co-operation' the catalogue of organizations is divided into two parts. Part 1 covers intergovernmental organizations, including organizations with diversified activites (UNESCO, OECD, NATO), and organizations with such specialized activities as nuclear research, space research, meteorology and refrigeration. Part 2 deals with non-governmental organizations.

Australia in the 1960's, by L. St. Claire Grondona. (419 pages. Anthony Blond. 35s.). Combining anecdotes of life in Australia with factual material and data, this book revises the work previously published in 1962. The original text has been statistically revised up to 1963 and current major developments have been incorporated into addenda. There are chapters on farming, forestry, fisheries, mining, power, travel and communications, manufactures and trade. Information on the industries of the regions of Australia can be obtained by the use of the index and there is a short bibliography of statistical data. The three appendices give brief correlated statistics of Federal territories and states, and government office holders; the major dams and reservoirs; and in the last appendix the author sets out his views on the stabilization of commodity prices.

About Shopping (20 pages. 6d. from the Consumer Council, 3 Cornwall Terrace, London N.W.1) is the first in a new series of pamphlets that the Council is producing with the aim of helping shoppers make more satisfactory purchases, not by telling them what to buy but by guiding them on how to buy. The first pamphlet deals with general matters and opens with a simple explanation of some of the legal aspects of making a purchase. Later pages discuss the various types of shop and retail outlets, some of the points to look for in selecting an article, guarantees, different methods of paying or obtaining credit, how to make a complaint, and where to go for advice. Subsequent pamphlets in the series will deal with particular fields of shopping, such as shopping for food or furniture. There are special reduced rates for orders of a dozen or more copies. Schools and other educational establishments can get free supplies if they order on their official paper.

Piccadilly Circus : Report of the Working Party. Ministry of Housing and Local Government and Ministry of Transport. (79 pages. 10s., by post 10s. 8d., from HM Stationery Office and Government bookshops). The Working Party's report begins by considering the Circus in the context of the West End and the probable course of future development in the whole area. It then examines the traffic problems in detail. Finally it considers the case for a different approach to the problems of the Circus by adopting the vertical separation or 'double decking' concept, with traffic circulation at ground level and the main pedestrian movement above.

SCAAP The Special Commonwealth African Assistance Plan. Report for the year ending March 31, 1964. Commonwealth Economic Committee. (90 pages. 7s. 6d., by post 8s., from HM Stationery Office and Government bookshops). This report covers the third full year of SCAAP's operation. The Plan was initiated in 1960 to expand the assistance given by Commonwealth countries to developing Commonwealth countries in Africa. Section 1 deals with the types of assistance given, Section 2 with the policies and programmes of the countries giving assistance, and Section 3 with the assistance to Commonwealth countries in Africa effective in 1963-64.

Family Expenditure Survey, Report for 1963. Ministry of Labour. (78 pages. 15s., by post 15s. 7d., from HM Stationery Office and Government bookshops). This is the fourth survey to be issued, the others having covered 1957-1962. Part 1 gives a description and Part 2 the results of the Survey. There are 27 tables which cover the Distribution, Income, Special Housing and Expenditure of Households. The make-up of household income in the United Kingdom is described for the first time. Also included are the effects of the 1963 property revaluation.

Industrial Cleaning: a Brief Guide. Ministry of Technology. (12 pages. Available free from the Library, Ministry of Technology, State House, High Holborn, London W.C.1). An introduction to cleaning operations used in industry to prepare components and products to receive some protective or decorative coating.

Woman and the National Market: Expenditure on Branded Food Products, Second Quarter, 1964. (90 pages. Odhams Press Ltd., 105s.) The eighth report prepared by *Woman* dealing with housewives' expenditure on some 70 branded food products. These reports are intended primarily to provide advertisers with facts about the markets in which they are interested.

Scandinavia: Priority Market for Britain. (59 pages. Available free from Joshua B. Powers Ltd., 27 Cockspur Street, London S.W.1.) A booklet containing marketing information for British businessmen about the Scandinavian countries.

East-West Trade. (*Planning No. 488*. 72 pages. 10s. from PEP, 98 Kingston Road, London, S.W.19). This study is based largely on interviews with British businessmen engaged in trade, both buying and selling, with Eastern Europe. The study begins with two chapters on the communist trade system and the Western response to it. Chapters 3 and 4 discuss selling to the East and buying from the East, while Chapter 5 covers commercial practice and International Agreements and Chapter 6, the GATT, ECE and East-West trade. Finally, future prospects are examined together with some recommendations for both businessmen and governments.

Other publications

1965 ADVERTISING AND PRESS ANNUAL OF AFRICA (Excluding North Africa): the Blue Book of Advertising in Africa Embracing all Varieties of Advertising Media and Advertising Services, including Newspaper, Magazine, Trade Press, Radio, Television, Cinema, Transport, Poster, Sign, Packaging, Printed Matter, Mail and Exhibition advertising, edited by Percy A. Blooman and F. M. Botha. 414 pages. National Publishing Company Africa (Pty.) Ltd., Avery House, 51 Wale Street, P.O. Box 335, Cape Town, South Africa. 80s.

WILLINGS PRESS GUIDE 1965: a Comprehensive Index and Handbook of the Press of the United Kingdom . . . together with the Principal British Commonwealth, Dominion, Colonial and Foreign Publications. 660 pages. James Willing Ltd. 50s.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368. Telex No. 25977.)

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

FRIDAY, MAY 14

UK balance of trade

The President was asked whether he was aware of the United Kingdom's present adverse balance of trade with Rhodesia, Zambia, Malawi, Nigeria, Ceylon, Libya, Denmark, Chile, Kuwait, Iraq, Venezuela, Brazil, Argentina, New Zealand, and Finland; and if he will state the value of exports in 1961 and January-September 1964, at an annual rate, to each of those countries, from the United Kingdom, the United States, West Germany, Switzerland, and Canada, of non-electric machinery, power generating machinery, except electric, agricultural machinery and implements, metal-working machine-tools, electrical machinery, apparatus and appliances, transport equipment, passenger motor-cars, except buses, other road motor vehicles, fabrics, woven, of synthetic fibres, and synthetic organic dyestuffs, natural indigo and colour lakes. In reply the Minister of State (Overseas) said: 'Yes.' He added that exports to Rhodesia, Zambia and Malawi separately were not recorded and the figures presented in the tables (published in *Hansard*) related to exports to the former Federation of Rhodesia and Nyasaland. The figures for Switzerland were for January to June 1964, the latest available in the detail required.

TUESDAY, MAY 18

Commonwealth trade expansion

Mr. Douglas Jay, President of the Board of Trade, was asked what steps he is taking to expand inter-Commonwealth trade. In reply, Mr. E. C. Redhead, Minister of State (Overseas), said that the Government had set up a Commonwealth Exports Council with six area committees which were already engaged in energetically stimulating British exports to the Commonwealth. Development of trade between other Commonwealth countries was mainly a matter for their own Governments, but it would benefit from the growth of world trade generally which HM Government, through their participation in the Kennedy Round and their commercial policy generally, were endeavouring to promote.

Accuracy of oil measuring

Asked what regulations existed for governing the accuracy of measuring instruments for fuel oil in quantities above 20 gallons; and whether he would make a statement concerning his intentions in this respect, Mr. George Darling, Minister of State (Home) said that no regulations existed at present for controlling instruments of this type. The Board of Trade intended to frame proposals as soon as practicable with a view to making regulations for that purpose, but a number of items of subordinate legislation under the Weights and Measures Act, 1963, would need to be given priority.

Consumer protection services

In reply to a questioner who asked if steps could be taken to find out how many local authorities had established unified and comprehensive consumer protection services and to encourage them to provide such services at district council level, the Minister of State (Home) said that one local authority had established a service of this kind and he understood that two others had proposals under consideration. He thought it was for individual local authorities to decide in the light of local circumstances whether to provide such services.

British films quota

The President was asked if he had yet made a decision about the quota of British films to be shown by exhibitors during the year beginning January 1, 1966. In reply he said he had decided to accept the advice of the Cinematograph Films Council to leave the prescribed quotas at 30 per cent for first feature films and 25 per cent for the supporting programme for the exhibitor's quota year beginning January 1, 1966.

WEDNESDAY, MAY 19

Imports of horticultural produce

Asked if he would take steps to time-phase import quotas of horticultural produce, Mr. E. C. Redhead, Minister of State (Overseas) replied: 'Apart from imports from Eastern Area countries the only temperate horticultural products restricted by quota are apples and pears. The apple quota is already divided so that over four-fifths of total imports are delivered between January and June.'

THURSDAY, MAY 20

BoT houses in Wrexham

In the House of Lords a questioner asked whether HM Government would give the tenants of the 100 houses at Pentre Maelor, near Wrexham, now owned by the Board of Trade, the opportunity of purchasing the houses they now occupied instead of proceeding with the sale of these houses to the Wrexham Rural District Council. In reply, Lord Rhodes, Parliamentary Secretary, Board of Trade, said: 'No, my Lords. The Board of Trade expect shortly to exchange contracts with the Wrexham Rural District Council. An opportunity was given for the tenants to form a consortium to purchase the houses but this did not prove practicable.'

MONDAY, MAY 24

Adoption of Metric System

The President's statement on the proposed adoption of the metric system in Britain is published on page 1181.

New lifejacket

A member asked what progress has been made in the improvement of the design of lifejackets for use in merchant ships and fishing vessels; and how many new designs will be forthcoming by the time the International Convention for the Safety of Life at Sea comes into force on May 26, 1965.

Mr. Roy Mason replied that the Board of Trade had developed a new design of lifejacket to meet the requirements of the Convention. This would be the standard lifejacket which might be produced by all manufacturers, to whom detailed specifications were being sent. In addition, the Board were prepared to approve other lifejackets which satisfactorily met the Convention requirements. Up to now three designs submitted by particular manufacturers had been approved. (See page 1182).

'TRADE FAIRS HELP EXPORTS'—BOOKLET

A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British Exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Trade Fairs Publicity Section, Information Division, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Tel. Abbey 7877, Ext. 2636. (Ref. GD 5891/G).

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

Car accessories made by Styla Accessories of Stour Street, Birmingham, are here seen being packed for export. Arising from a visit to the Geneva Motor Show recently, the firm received an order from Switzerland worth nearly £4,000 and are now negotiating for orders with West Germany.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	130	141	124	+101	+ 33	+22	+39
1963	118	119	134	129	118	103	132	107	140	146	133	+152	+ 89	+29	+30
1964	124	128	144	138	123	106	153	120	162	184	153	+484	+332	+44	+49
1963															
3rd quarter	117	121	137	131	119	104	138	106	141	164	141	— 2	— 12	— 7	— 6
4th quarter	122	124	138	132	120	105	142	109	149	168	144	+127	+ 61	+ 23	+41
1964															
1st quarter	123	127	141	136	123	105	147	115	154	176	152	+ 88	+ 79	+ 2	+ 4
2nd quarter	123	128	142	136	121	105	150	120	153	184	149	+153	+126	+ 5	+ 1
3rd quarter	124	128	145	139	123	106	154	120	167	188	153	+119	+ 77	+ 6	+13
4th quarter	127	130	147	141	124	107	160	127	173	186	158	+124	+ 50	+31	+31
1965															
1st quarter	..	132*				108									
1964															
October	..	129	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133*	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132*	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	130*	..	..	..	109	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Bsse of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	125*	125·7	+3·3	108·6	125·4	148·5	362	—140	..	221	+77	..	149	136	—374
1964																
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	133	132	— 1
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	125·0	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·8	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	161	125*	127·6	+4·5	109·9	127·1	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter	169*	121*	128·8	+4·5	109·7*	129·0*	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	
1964																
October	156	119*	126·8	+4·1	110·0	126·3	149·9	332	+ 17	+27	233	— 6	—12	147	135	..
November	161	127*	127·8	+4·6	110·3	127·2	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	161	125*	128·3	+4·8	109·4	127·6	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	163*	123*	128·7	+4·6	109·2	128·6	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	167*	122*	128·7	+4·5	109·8*	129·0*	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169*	121*	129·1	+4·4	110·0*	129·3*	154·2	341	— 15	—19	249	+20	+10	147	143	..
April			131·6	+5·5	110·0*	129·4*	155·0	313	— 28	—20	274	+25	+14	149*	143*	..
May								297*	— 16*	—23	287*	+13*	+ 9			..

† Not seasonally adjusted * Provisional.

DUNLOP

Worthy contribution to Balance of Payments

✳ SIR G. EDWARD BEHARRELL, the Chairman, in the course of his speech at the 66th Annual General Meeting of the Dunlop Rubber Company Limited in London on May 24th, said:—

1964 RESULTS

1964 was a good year and the results compare most favourably with those of the previous year, which themselves contained many record figures. The sales of the Group, not taking into account the sales of materials and products within the Group, totalled £316 million—an increase of £33 million over 1963. This increased volume was the reason for our higher profits.

So far as the United Kingdom is concerned our turnover increased by 12%, the profit by 8%, and consequently the margin of profit was lower at 5½%. This is the profit without taking into consideration financing charges and taxation, and is very modest even allowing for the fact that in our United Kingdom operations it is necessary to carry heavy development costs on new products.

On the other hand, in our overseas operations our profit, against a turnover increase of 11% and again before interest and taxation, was 26% higher and our margin of profit increased to 8¾%. Thus our overseas activities are a good deal more profitable than those in the United Kingdom.

Serious Taxation Changes: The effect of the taxation changes proposed in the Finance Bill now being considered in Parliament is quite serious so far as the Company is concerned, and I have already stated publicly that, based on the 1964 results and dividends, the total net additional cost, with Corporation Tax at 40%—and with the proposed new taxation fully effective in 1966—would be about £1,400,000.

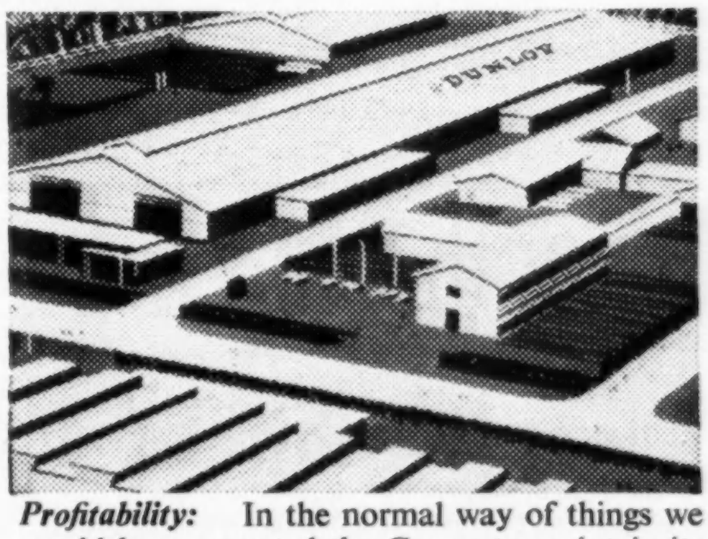
The strongest representations have been, and are being, made to the Chancellor to reconsider his proposals and particularly their effect on companies like ours who over the years have built up successful and profitable businesses in overseas countries. During the last five years the net amount of money sent overseas on capital account has been less than £5 million; but during that same period we have received in the United Kingdom from countries where we have manufacturing subsidiaries no less than £35 million net as payment for exports of raw materials, finished goods and machinery which it must be remembered are normally shipped and insured by British companies. In addition we have received £17½ million in the form of dividends and technical aid fees, so that the balance of payments position so far as Dunlop is concerned is that we have received over £52 million against outgoings of less than £5 million.

INTERNATIONAL SUCCESS

The United Kingdom was and is the largest single market for the Group's products, and it is here that diversification has proceeded furthest; into wheels, suspensions and other hydraulic and pneumatic systems, into specialised engineering, into sports goods and footwear, into flooring and Dunlopillo foam products, and a host of industrial components and supplies.

Recently the range of products made abroad has steadily widened, more in some countries than in others, but the direction is clear. As their purchasing power and their industries increase, so our range of consumer and industrial products will follow, based on our techniques and, in varying degrees, on our capital.

Exports: We are sometimes asked whether overseas industrial development does not place a double burden on Britain. As a Company we have no illusions about exports; they are desirable, necessary and difficult to increase. Despite this, and despite our overseas manufacture, Dunlop exports have risen consistently, and we expect them to rise further at about 7% per annum.



Profitability: In the normal way of things we would have expected the Group to maintain its present balance, with our business overseas growing a little faster than our business in Britain. Not all areas are equally profitable, and where an operation is unlikely to be successful it must be dealt with. At the same time any investment takes time to pay off.

However, the Corporation Tax must make most of them somewhat less profitable to your Company, although that is not the same thing as saying they are less profitable than our home investments. Some of them may become so; others may not.

TAXATION

There are three main conclusions to be drawn from this. First, the international scope of the Company will continue. Secondly, if it is in our opinion advantageous that additional investments should be made abroad and it is within our power to make them, they shall be made. Thirdly, some new investment overseas will not take place. In effect the Corporation Tax will make us more selective in the way our investments are directed.

We are justifiably proud of our rubber heritage, but it is now much less vital to us than the Company's name might indicate. Obviously, it is an important constituent in some of our products, but so are other members of the polymer family. Many of our products, indeed, have no rubber in them at all. We are growing beyond rubber into many related areas.

The Dunlop Name: Our Company's title can and should give a true reflection of what your Group does and is becoming. We are wondering whether the time has come to change its name and I hope to report to you on this subject next year.

THE PRESENT YEAR

I am glad to say that for the first four months of this year our turnover was again at a record level, compared with any similar period, and some 8% higher than in the first four months of 1964 and I am reasonably hopeful that for 1965 the Group profit before taxation will be comparable with that for 1964.

Shipping Movement at United Kingdom Ports

These tables have now been revised and incorporate, in part, the monthly statistics of shipping movements originally published in the Trade and Navigation Accounts. Consequently, the new tables will be published more frequently in this journal in future giving a monthly instead of quarterly breakdown.

THE TOTAL NET TONNAGE of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports in 1964 was about 3 per cent higher than in 1963 and 27 per cent higher than in 1938. The net tonnage of entrances with cargo was 6 per cent more and the net tonnage of clearances with cargo showed a small decrease compared with 1963.

The Commonwealth share of entrances and clearances with cargo showed a small decrease compared with the corresponding figures for 1963. The actual percentages for the years 1938 and 1954-1964 are set out below:

	1938	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964
Entrances	57	56	55	54	53	52	51	49	50	49	49	48
Clearances	59	64	62	63	62	63	61	60	61	58	55	54

The net tonnage of foreign vessels entering and clearing with cargo showed an increase of 4,423 thousand net tons, a 6 per cent increase on the 1963 total. The biggest increases were recorded by Norwegian (17 per cent), Danish (15 per cent), United States (15 per cent) and German (10 per cent) flags. The biggest decrease was by Italy (14 per cent).

Entrances and clearances with cargo from and to most trading areas showed some increases over the 1963 figures; the Central and East Mediterranean area particularly – with an increase of 21 per cent, but the South and Central America (Pacific) area recorded a decrease of 21 per cent.

Most of the principal ports of the United Kingdom recorded increases in foreign trade arrivals and departures.

There was a 4 per cent increase in the total net tonnage of coasting trade arrivals and departures with cargo compared with 1963.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Foreign Trade Shipping Movements at United Kingdom Ports, 1963

THESE statistical tables have been prepared by the Ministry of Transport from information supplied by officers of HM Customs and Excise at the United Kingdom ports. The figures show:

(a) The trade of each of the main ports with the main trading areas of the world.
(b) The shares of the various flags in shipping movements to and from the main trading areas of the world.
(c) An analysis of the shipping in each of a number of size groups using the main ports.

Copies can be obtained, price four shillings, on application to: The Cashier, Ministry of Transport, St. Christopher House, Southwark Street, London, S.E.1.

TABLE 1. **Shipping movement at UK Ports**

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo for month of December 1963	4,639	8,037	3,774	192	4,071	4,047	4,400	2,256	177	1,967
With cargo for month of December 1964	4,656	8,595	3,645	164	4,786	3,919	4,583	2,222	153	2,208
Twelve months ending December 1963	57,063	98,089	45,682	2,378	50,029	50,435	58,409	30,387	1,988	26,034
Twelve months ending December 1964	62,960	103,858	47,283	2,392	54,183	52,847	57,827	29,581	1,944	26,303
In ballast for month of December 1963	1,180	1,727	743	69	915	1,880	5,534	2,263	85	3,186
In ballast for month of December 1964	1,162	1,797	820	45	933	1,930	5,917	2,368	105	3,444
Twelve months ending December 1963	17,971	25,337	11,374	651	13,312	24,718	65,265	27,034	1,014	37,216
Twelve months ending December 1964	18,180	24,739	11,404	607	12,727	28,584	70,982	29,284	1,143	40,555

(1) Includes Irish Republic and South Africa.

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TABLE 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	December		Twelve months ended December		December		Twelve months ende d December	
	1963	1964	1963	1964	1963	1964	1963	1964
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,551	1,504	19,623	20,594	1,415	1,344	18,274	18,440
Other Commonwealth	112	106	1,542	1,560	136	138	1,811	1,962
Foreign	2,976	3,045	35,898	40,806	2,496	2,437	30,350	32,445
Total	4,639	4,656	57,063	62,960	4,047	3,919	50,435	52,847
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	3,774	3,645	45,682	47,283	2,256	2,222	30,387	29,581
Registered in Canada	1	—	13	7	—	—	10	7
Registered in other countries	192	164	2,364	2,385	178	153	1,978	1,936
Soviet	82	85	806	849	26	20	405	310
Finnish	52	56	580	679	36	30	407	367
Swedish	302	431	3,787	3,707	115	101	1,357	1,228
Norwegian	727	1,029	10,042	11,609	301	417	3,783	4,581
Danish	172	231	2,345	2,841	118	136	1,615	1,727
Polish	26	28	221	259	24	17	203	198
German	297	333	3,170	3,715	188	183	2,375	2,376
Dutch	637	588	7,615	7,810	425	430	5,574	5,368
Belgian	127	156	1,951	2,046	133	142	1,753	1,740
French	255	350	4,186	4,314	222	256	2,952	2,907
Spanish	59	75	672	623	51	72	496	592
Italian	132	140	1,651	1,456	2	22	130	74
Yugoslav	13	8	175	155	7	8	92	88
Greek	99	159	2,037	2,032	57	48	728	496
United States of America	199	203	2,735	3,164	139	154	2,285	2,597
Panamanian	181	142	1,166	1,276	19	36	352	223
Liberian	578	635	5,330	5,921	31	45	444	351
Other	133	136	1,561	1,729	71	91	1,083	1,080
Total foreign	4,071	4,786	50,029	54,183	1,967	2,208	26,034	26,303
TOTAL	8,037	8,595	98,089	103,858	4,400	4,583	58,409	57,827
Trading Areas:								
Irish Republic	351	361	4,810	4,908	360	342	4,711	4,781
Northern Europe (Foreign)	1,825	1,969	22,796	24,843	1,786	1,705	21,395	20,693
Europe (Atlantic) and Western Mediterranean Countries	705	862	9,729	10,856	537	616	7,932	8,205
Central and Eastern Mediterranean Countries	888	1,205	8,067	10,504	168	144	1,946	1,638
West and South Africa	463	636	5,412	6,258	221	294	2,607	2,674
East Africa, Persian Gulf, India	1,147	1,040	15,993	14,832	190	275	3,011	2,913
Eastern Asia and Islands in the Pacific	222	173	2,519	2,405	179	196	2,180	2,051
Australasia	249	290	3,232	3,355	138	172	2,116	2,173
North America (Atlantic Coast)	979	932	12,946	13,116	462	523	8,657	8,610
West Indies and Central America (Atlantic Coast)	803	783	8,388	8,459	173	122	1,573	1,788
South America (Atlantic Coast)	183	151	2,009	1,898	100	117	1,241	1,366
South and Central America (Pacific Coast)	99	42	632	523	32	19	364	266
North America (Pacific Coast)	119	145	1,474	1,778	53	58	669	660
Other areas	6	5	83	123	1	—	9	8
Total Commonwealth Countries (1)	2,514	2,591	34,703	34,060	1,145	1,216	15,802	15,896
Total Foreign Countries	5,523	6,004	63,385	69,798	3,255	3,367	42,608	41,931
TOTAL	8,037	8,595	98,089	103,858	4,400	4,583	58,409	57,827

(1) Includes Irish Republic and South Africa.

(*Continued on next page*)

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TABLE 3. Foreign Trade Arrivals and Departures at Principal Ports

January to December

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1963	1964		1963	1964		1963	1964		1963	1964	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	13	11	36	186	81	181	153	75	239	183	100	265
Bristol	4,185	4,294	1,957	4,307	4,437	2,053	536	580	635	4,257	4,060	1,636
Cardiff	1,672	1,611	745	2,167	1,886	1,067	860	634	906	2,568	2,284	1,412
Dover	3,942	4,057	3,266	7,564	8,234	7,190	3,786	3,875	3,042	7,381	8,139	7,128
Falmouth (inc. Truro)	46	54	63	1,090	1,091	324	15	10	18	1,894	1,893	351
Folkestone	739	675	580	1,152	1,084	871	560	608	531	1,074	1,140	918
Grimsby (inc. Immingham)	2,258	2,566	2,723	3,092	3,153	3,240	1,282	968	1,056	3,050	3,206	3,320
Harwich	3,786	4,187	3,236	3,930	4,366	3,419	3,786	4,316	3,285	3,917	4,441	3,509
Holyhead	1,488	1,410	1,064	1,584	1,510	1,136	1,468	1,404	1,043	1,570	1,501	1,124
Hull	4,667	4,449	3,793	5,302	4,948	4,236	1,924	1,850	2,518	4,959	4,777	4,039
Lancaster	345	484	77	379	502	117	46	23	47	334	349	97
Liverpool	14,793	14,973	5,826	17,828	17,772	7,241	7,855	7,520	4,670	17,659	17,833	7,004
London	29,031	28,665	15,093	36,916	36,570	18,477	15,818	15,184	12,210	36,053	35,492	18,749
Manchester (inc. Runcorn)	5,442	5,607	2,803	5,739	5,972	3,229	1,925	1,978	2,263	5,399	5,524	3,301
Middlesbrough	2,293	3,161	1,292	3,364	4,242	1,899	2,047	1,883	1,485	3,788	4,394	2,176
Milford Haven	3,563	4,428	325	4,390	5,151	704	709	586	197	4,078	4,987	648
Newhaven	410	601	922	486	643	1,003	409	620	955	459	642	1,012
Newport (Mon.)	1,161	1,316	598	1,832	1,997	952	1,100	1,110	759	1,925	2,040	1,003
Plymouth	443	256	500	1,006	560	809	247	133	361	1,149	683	798
Southampton	16,040	16,067	2,469	20,584	20,312	3,311	8,160	8,179	1,973	19,840	20,151	3,302
Swansea	1,093	1,194	560	2,784	2,756	1,687	2,616	2,396	2,325	3,393	3,213	2,520
Tyne ports	2,182	2,398	1,507	3,542	3,597	1,925	1,829	2,349	1,462	4,389	4,849	2,083
Glasgow	4,669	5,263	1,692	5,469	6,052	1,951	3,002	2,846	1,098	5,802	6,274	1,885
Grangemouth	1,102	1,056	1,122	1,715	1,580	1,390	1,303	1,233	1,218	1,667	1,734	1,513
Greenock	789	759	142	1,679	2,189	351	519	440	55	1,775	2,161	334
Leith	823	825	1,120	878	870	1,175	359	347	697	798	774	982
Belfast	1,700	2,036	1,220	1,897	2,163	1,419	375	414	419	1,865	1,866	969
Other ports	8,223	8,706	16,094	10,337	10,653	20,673	4,597	4,749	11,593	10,095	10,304	19,827
TOTAL	116,900	121,106	70,825	151,200	154,369	92,030	67,288	66,309	57,060	151,318	154,811	91,905

TABLE 4. Coasting Trade Arrivals and Departures at Principal Ports

January to December

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1963	1964		1963	1964		1963	1964		1963	1964	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	14	26	75	2,369	2,228	2,947	2,337	2,195	2,739	2,360	2,236	2,833
Bristol	1,105	1,192	1,484	1,731	1,843	5,105	597	604	2,981	1,831	2,105	5,398
Cardiff	332	365	655	1,305	1,358	3,352	353	303	1,352	906	960	2,991
Cowes	1,979	2,290	10,954	4,683	4,828	21,233	1,901	2,162	9,762	4,752	4,839	21,196
Falmouth	161	162	221	1,056	1,094	778	86	106	402	352	301	681
Hartlepool	11	34	59	774	686	678	667	612	550	749	672	656
Hull	909	991	484	1,264	1,753	1,771	288	693	1,157	1,511	1,875	1,901
Immingham	369	371	100	972	1,176	933	445	650	708	1,041	1,342	963
Lancaster	1,527	1,397	982	1,876	1,606	1,534	1,579	1,632	1,470	1,801	1,743	1,541
Liverpool	2,670	2,916	2,947	3,979	4,198	4,581	2,766	2,817	3,680	4,358	4,500	4,790
London	8,081	7,608	6,909	10,545	9,918	10,219	2,453	2,393	3,436	11,038	10,557	10,140
Manchester	941	1,157	721	1,440	1,625	1,843	837	820	1,073	1,582	1,708	1,768
Middlesbrough	448	336	395	1,385	1,266	1,511	368	445	706	1,006	1,042	1,224
Milford Haven	329	367	116	1,900	2,390	848	2,253	2,548	834	2,458	2,671	905
Newport (Mon.)	315	370	1,495	696	645	2,189	165	140	586	589	547	2,121
Portsmouth	435	429	1,923	3,135	3,144	12,915	90	83	948	3,144	3,146	12,887
Preston	853	1,026	1,595	973	1,135	1,891	814	950	1,455	1,059	1,188	1,992
Southampton	2,865	2,872	9,815	5,726	5,916	13,171	4,997	4,995	11,217	5,790	5,925	13,248
Sunderland	254	269	337	2,424	1,971	2,201	1,966	1,575	1,687	2,335	1,880	2,077
Swansea	210	169	655	1,740	1,797	3,997	918	1,142	2,386	1,133	1,325	3,079
Tyne ports	536	627	295	4,333	3,570	2,701	2,463	1,714	1,782	3,596	2,924	2,567
Glasgow	1,248	1,248	1,356	2,236	2,061	1,988	928	794	994	1,843	1,665	1,916
Belfast	5,889	5,960	7,647	6,420	6,465	8,421	4,581	4,843	5,601	6,394	6,514	8,702
Other ports	11,916	13,061	32,065	17,582	18,671	51,533	7,997	9,532	20,368	17,387	18,495	50,442
TOTAL	43,398	45,243	83,285	80,543	81,343	158,340	41,828	43,746	77,874	79,016	80,159	156,018

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TABLE 5. **Shipping movement at UK Ports**

	Arrived				Departed			
	Number of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	Number of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
Coasting trade – Great Britain:								
With cargo for month of December 1963	5,709	2,965	2,483	482	5,607	2,982	2,436	546
With cargo for month of December 1964	5,580	3,282	2,712	570	5,323	3,259	2,649	610
Twelve months ending December 1963	71,338	36,810	31,541	5,268	70,229	36,968	31,312	5,655
Twelve months ending December 1964	73,741	38,537	32,950	5,587	71,353	38,559	32,443	6,117
In ballast for month of December 1963	5,006	2,766	2,265	501	4,943	2,657	2,204	453
In ballast for month of December 1964	4,523	2,729	2,284	445	4,563	2,520	2,069	451
Twelve months ending December 1963	73,893	36,546	30,758	5,788	73,839	34,892	29,825	5,067
Twelve months ending December 1964	74,157	35,541	29,658	5,882	73,887	34,275	29,116	5,159
Coasting trade – United Kingdom:								
With cargo for month of December 1963	6,395	3,504	2 967	537	6,090	3,354	2,781	573
With cargo for month of December 1964	6,348	3,812	3,195	617	5,839	3,672	3,033	639
Twelve months ending December 1963	80,856	43,398	37,540	5,858	76,335	41,828	35,789	6,039
Twelve months ending December 1964	83,285	45,243	39,168	6,075	77,874	43,746	37,267	6,480
In ballast for month of December 1963	5,062	2,834	2,315	519	5,316	2,877	2,369	508
In ballast for month of December 1964	4,596	2,767	2,313	453	4,930	2,706	2,220	486
Twelve months ending December 1963	78,144	36,412	30,991	5,421	78,439	37,187	31,816	5,371
Twelve months ending December 1964	75,055	36,100	30,139	5,961	78,144	36,412	30,991	5,421

(a) Commonwealth and Irish Republic.

Retail stocks in March

THE VALUE of retail stocks at the end of March was 9 per cent higher than the corresponding year earlier figure, compared with increases of 6 per cent in February and 5 per cent in January. After allowing for seasonal factors, the level of the value of stocks increased to slightly above the level of January.

In volume terms, stocks showed an increase of 6 per cent compared with a year earlier.

Estimates of changes in total retail stocks

(At cost at end of month). Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices.												
1956. . .	96	100	101	102	102	100	97	95	101	109	114	100
1957. . .	100	105	107	109	110	107	104	103	107	117	123	107
1958. . .	105	109	111	112	112	109	106	106	110	119	123	109
1959. . .	108	111	112	114	115	114	111	109	114	123	129	115
1960. . .	113	119	123	124	126	125	120	118	123	131	136	120
1961. . .	119	124	129	131	132	131	126	124	128	136	142	125
1962. . .	124	128	135	137	139	135	132	130	133	144	151	133
1963. . .	130	134	142	142	143	139	135	133	135	147	157	137
1964. . .	139	141	147	150	149	148	139	143	146	156	167	148
1965. . .	146	149	160									
1961. . .	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+7
1962. . .	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+3
1963. . .	+5	+4	+5	+4	+3	+3	+2	+2	+1	+2	+4	+8
1964. . .	+6	+5	+4	+6	+4	+6	+4	+8	+8	+6	+6	+7
1965. . .	+5	+6	+9									
(b) At constant (Dec. 1956) prices.												
1956. . .	99	103	103	104	103	101	98	96	102	110	115	100
1957. . .	100	104	106	108	109	106	113	102	106	115	121	105
1958. . .	104	107	109	110	110	107	104	104	108	117	121	107
1959. . .	106	109	110	113	113	113	110	108	112	121	127	113
1960. . .	111	117	122	122	124	123	117	116	120	128	133	117
1961. . .	116	121	125	127	127	126	121	118	122	129	134	118
1962. . .	117	121	127	129	130	125	122	120	123	133	139	122
1963. . .	121	123	131	131	132	129	124	122	124	135	144	126
1964. . .	127	128	134	136	134	133	125	128	131	140	149	132
1965. . .	130	133	142									
1961. . .	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	Nil
1962. . .	+1	Nil	+2	+2	+2	+1	Nil	+2	+1	+3	+4	+4
1963. . .	+3	+2	+3	+2	+2	+3	+2	+2	+1	+2	+3	+3
1964. . .	+5	+4	+2	+4	+2	+3	+1	+5	+6	+4	+4	+5
1965. . .	+2	+4	+6									

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958).

Index of retail prices in April

AT APRIL 13 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100) was 112·0, compared with 109·9 at March 16. The rise in the index during the month was due mainly to increases in the prices of cigarettes and tobacco and alcoholic drink, higher local rates and water charges, increases in the costs of motor vehicle licences and increases, largely seasonal, in the prices of tomatoes, partly offset by seasonal reductions in the prices of household coal.

March retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland for March was 4 per cent higher than in the previous year, compared with increases of 10 per cent in February and 5 per cent in January. In the first quarter as a whole, sales were 6 per cent higher than the corresponding period last year.

Food shops and household goods shops showed increases of 6 per cent and 5 per cent respectively on a year earlier, while clothing and footwear shops showed an increase of 1 per cent on a year earlier.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year . .	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year . .	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1964 1st quarter .	105	+ 8	114	+ 7	95	+ 7	104	+ 9	96	+11
2nd quarter .	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter .	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
4th quarter .	128	+ 5	123	+ 6	133	+ 1	125	+ 3	133	+ 8
1965 1st quarter .	111	+ 6	123	+ 7	97	+ 2	109	+ 4	103	+ 8
1964 March . .	106	+ 6	117	+ 9	100	+ 6	87	—14	99	+11
April . .	104	+ 2	112	+ 4	94	— 4	99	+ 6	97	+ 1
May . .	116	+ 5	119	+ 5	119	+ 4	115	+ 3	107	+ 8
June . .	110	+ 5	119	+ 9	99	— 2	105	+ 3	106	+ 6
July . .	108	+ 7	111	+ 7	97	+ 5	108	+ 6	112	+ 7
August . .	114	+ 9	116	+ 8	107	+ 4	121	+15	114	+11
September .	116	+ 9	123	+13	108	+ 3	112	— 4	112	+13
October . .	115	+ 6	115	+ 4	117	+ 4	115	— 2	113	+13
November .	122	+ 4	121	+ 5	130	— 1	134	+ 6	113	+ 4
December .	146	+ 6	133	+ 8	153	+ 1	127	+ 6	172	+ 7
1965 January . .	106	+ 5	115	+ 5	87	— 4	110	+ 3	105	+11
February .	116	+10	128	+11	101	+ 9	125	+ 6	104	+11
March . .	111	+ 4	124	+ 6	102	+ 1	92	+ 5	101	+ 2

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for March 1965, prepared by the Ministry of Commerce, is 144 (1958 = 100). This is 5 points lower than the final index for February, 1965, and 11 points higher than for March, 1964.

The index numbers for the main industrial groups for March 1965, with the increase or decrease on March 1964, shown in brackets are: textiles 137 (+13 points); clothing 127 (—4); engineering and metals 102 (—8); food, drink and tobacco 123 (+7); timber and furniture 130 (+6); other manufacturing industries 329 (+98); construction 162 (+5); gas, electricity and water 189 (+28).

Registration of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, May 21, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film. BR/NQ indicates that the film is British but does not qualify for the exhibitor's quota.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's Name
BRITISH					
Look at Life Series 25: *Members only*	Br/E 30314	9	May 17	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe Pic. Series 534/546: *Pathe Pic. No.* 545	Br/E 30315	8	May 18	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.
A King's Story	Br/NQ 30323	102	May 19	Columbia Pictures Corporation Ltd.	Le Vien Films Ltd.
Game for Three Losers	Br/E 30324	56	May 20	Warner-Pathe Distributors Ltd.	Merton Park Productions Ltd.
A High Wind in Jamaica	Br/E 30326	103	May 21	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Productions Ltd.
Operation Crossbow	Br/E 30327	116	May 21	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer British Studios Ltd.
Movietone News 1875A	Br/E 29932	7	May 21	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1876	Br/E 29933	8	May 21	,, ,,	,, ,,
Pathe News 65-40	Br/E 29984	9	May 21	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-41	Br/E 29985	8	May 21	,, ,,	,, ,,
FOREIGN					
The Lovemakers (La Viaccia)	F 30313	102	May 17	Twentieth Century-Fox Film Co. Ltd.	Titanus/Galatea/Arco, Rome, Italy, and Societe Generale de Cinematographie and Societe Cinematographique Lyre, Paris, France.
The Art of Love	F 30316	99	May 18	Rank Film Distributors Ltd.	Universal International Films Inc.
That Funny Feeling	F 30317	93	May 18	,, ,,	,, ,,
Apaches Last Battle	F 30318	98	May 18	Ranworth Film Services Ltd.	C.C.C. Filmkunst, Berlin, Serena Film, Rome and Criterion Films, Paris.
Red Lanterns	F 30319	119	May 18	Gala Film Distributors Ltd.	Damiskinos and Michaelides Productions, Athens.
Une Femme Mariee (A Married Woman)	F 30320	95	May 18	,, ,,	Orsay Films, Paris.
Hen House Hassle	F 30321	6	May 19	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Dagnabit Rabbit	F 30322	6	May 19	,, ,,	,, ,,
Woman of the Dunes	F 30325	130	May 20	Contemporary Films Ltd.	World Film Co. Ltd., Tokyo.

Amendment to the Register: The playing time of the film "Youngblood Hawke" (F. 29729) registered on September 21, 1964, has been amended to 91 minutes.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the four weeks ended April 24, 1965:

Distributors' earnings submitted:		
High cost films	£495,278	
Low cost films		
Eligible (after multiplying by 2½)	£40,359	
Not eligible for 2½ times rental	£2,842	
		£538,479
Films of less than 3,000 feet (after multiplying by 2½)		£51,105
		£589,584
Levy collections paid to Agency by HM Customs and Excise to April 19, 1965, approximately covering entertainments to March 27, 1965, together with an estimate of collections for entertainments for the four weeks ended April 24, 1965		£329,200

The sixth interim allocation for the eighth distribution period will be at the rate of 46 per cent.

March cinema admissions and takings

DURING MARCH, counted as a five-week period, the weekly average of admissions to cinemas in Great Britain was 5.8 million, and the weekly average of gross box office takings was £1.06.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Railway Carriages and Wagons for February 1965.
Gramophone Records for March 1965.
Paper and Paper-making Materials for March 1965.
Wheeled Tractors for March 1965.
Wood Chipboard for March 1965.

Quarterly at 7s. 6d. a year, post free:
Carpets and Rugs for December 1964-*February* 1965.
Hosiery and Other Knitted Goods for November 1964-*January* 1965. (*Annual supplement included.*)
Perambulators, Bed Folders and Push Chairs for January-March 1965.

Industrial building in the first quarter, 1965

PROVISIONAL FIGURES of building projects – new buildings, extensions to existing premises and existing buildings turned to industrial use – for which industrial development certificates were issued during the first quarter of 1965 together with comparative figures for other periods, are as follows:

	Number of Schemes	Total area (millions of square feet)
GREAT BRITAIN		
1960 2nd quarter	1,047	24·1
3rd quarter	792	22·2
4th quarter	697	18·2
1961 1st quarter	668	18·0
2nd quarter	681	14·3
3rd quarter	619	12·2
4th quarter	511	12·1
1962 1st quarter	483	10·2
2nd quarter	490	9·5
3rd quarter	439	9·1
4th quarter	475	8·5
1963 1st quarter	471	9·2
2nd quarter	518	10·0
3rd quarter	511	9·5
4th quarter	566	10·4
1964 1st quarter	662	12·8
2nd quarter	741	15·4
3rd quarter	685	15·1
4th quarter	684	14·8
1965 1st quarter	772	16·9
STANDARD REGIONS		
1965 1st quarter:		
Northern	61	2·0
East and West Ridings	75	1·5
North Midland	60	1·1
Eastern	72	1·4
London and South Eastern	105	1·6
Southern	64	1·0
South Western	43	0·8
Wales	40	0·9
Midland	90	1·6
North Western	100	2·4
Scotland	62	2·8

The figures relate to schemes for both manufacturing and non-manufacturing industry approved during the periods stated. They differ from the figures in the 'Monthly Digest of Statistics' and in 'Economic Trends', which relate to schemes for manufacturing industry only.

Inquiries on these figures should be addressed to the Distribution of Inquiries Division, Board of Trade, 1 Victoria Street, London, S.W.1.

Production of cars and commercial road vehicles in April

Introduction

AS FROM this issue the monthly car and commercial vehicle production figures will be published earlier than hitherto. This will mean that the production figures for this important sector of industry will become available for earlier consideration and comment, but will no longer be published simultaneously with statistics of recorded exports which will become available slightly later when the Overseas Trade Accounts are published. The statistics relating to June and December, however, may be published on or about the same date as the export figures.

The following tables show production figures of road motor vehicles for periods up to and including April 1965. The figures cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included, but battery operated road vehicles are excluded.

Table 1 shows recorded production figures for cars and commercial vehicles.

This article includes for the first time seasonally adjusted figures in terms of standard monthly averages for car and commercial vehicle production (Table 2).

While the method adopted in adjusting for seasonal factors excludes regularly recurring influences, the figures still reflect the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month-to-month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year, as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the industry.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

TABLE 1. Production – unadjusted figures — Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolleybuses	
		Total	Weekly Average	Total	Weekly Average	Total	Weekly Average
1961	52	1 003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1963 1st quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd quarter	13	420,896	32,377	96,589	7,430	4,607	354
3rd quarter	13	366,229	28,171	88,727	6,825	3,884	299
4th quarter	13	438,611	33,739	102,970	7,921	4,588	353
1964 1st quarter	14	518,133	37,010	118,577	8,470	5,057	361
2nd quarter	13	517,758	39,828	117,208	9,016	4,115	317
3rd quarter	13	376,784	28,983	93,986	7,230	3,949	304
4th quarter	13	454,965	34,997	116,484	8,960	5,360	412
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
1964 February	4	154,415	38,604	34,154	8,539	1,588	397
March	5	178,369	35,674	39,727	7,945	1,606	321
April	4	163,875	40,969	35,402	8,851	1,189	297
1965 February	4	147,132	36,783	36,848	9,212	1,453	363
March	5	169,421	33,884	43,123	8,625	1,715	343
April	4	139,782	34,946	35,401	8,850	1,510	378

TABLE 2. Car and Commercial Vehicle Production – Seasonally Adjusted

Monthly averages	Thousands	
	Passenger cars	Commercial vehicles
1961	83·7	38·3
1962	104·1	35·4
1963	134·0	33·6
1964	155·6	38·7
1962 1st quarter	101·5	35·5
2nd quarter	100·0	34·0
3rd quarter	108·2	35·8
4th quarter	106·8	36·3
1963 1st quarter	116·6	32·6
2nd quarter	125·5	32·4
3rd quarter	139·7	34·5
4th quarter	154·3	35·2
1964 1st quarter	155·4	38·2
2nd quarter	155·3	38·8
3rd quarter	148·6	37·3
4th quarter	163·3	40·6
1965 1st quarter	143·4	38·9
1964 January	160·6	39·9
February	154·5	37·5
March	151·1	37·3
April	158·4	39·3
May	150·5	38·4
June	156·8	38·6
July	138·5	32·7
August	158·6	41·2
September	148·9	38·0
October	163·0	40·6
November	162·6	40·3
December	164·2	40·9
1965 January	152·7	39·9
February	144·5	39·5
March	132·9	37·4
April	140·8	41·3
Average of: latest 3 months	139·4	39·4
previous 3 months	159·8	40·4
Percentage change	—13	—2

Commentary

During the four-week statistical period of April 1965 the recorded weekly average rates of production were 34,946 passenger cars and 9,228 commercial vehicles.

The seasonally adjusted series shows that production of passenger cars in the first four months of 1965 fell away from the high level achieved during the fourth quarter of 1964. Total production in the three months ending April 1965 was 13 per cent lower than during the preceding three months.

Production of commercial vehicles on a seasonally adjusted basis during the three months ending April 1965 was 2 per cent lower than in the previous three months.

Assets and Liabilities of hire-purchase finance companies

HIRE-PURCHASE, credit sale and other instalment debt owed to finance companies at the end of March 1965 amounted to £836 million, nearly 82 per cent of the total value of the selected assets reported in the quarterly inquiry into assets and liabilities of hire-purchase finance companies.

Of the total instalment debt, £785 million represented direct debt while the balance of £51 million was owed to finance houses by retailers under block discounting arrangements, as mentioned in the article on 'Hire Purchase and other instalment credit business in March' published in the *Board of Trade Journal* on May 14, 1965. The total of £836 million showed an increase of 4 per cent over the figure for December 1964, reflecting continuing buoyancy in the motor car market. Other advances and loans, amounting to £125 million, were higher by 7 per cent and trade investments and investments in unconsolidated subsidiaries also rose by 10 per cent, offsetting a sharp fall from £20 million to £9 million in other securities.

The increase in activity was financed mainly by an increase in borrowing on deposit, which rose from £494 million to £536 million during the first quarter of the year. Deposits by United Kingdom banks, which rose steeply, accounted for the bulk of the increase. Deposits by United Kingdom non-financial companies fell by 3 per cent and deposits by United Kingdom financial institutes other than banks by 15 per cent.

Capital and reserves, as shown by companies in their latest balance sheets, were virtually unchanged at around £170 million. This total, of course, includes figures for individual companies relating to various different balance sheet dates and changes between the total as reported in successive quarterly inquiries do not necessarily reflect changes which occurred in the intervening quarter.

Only certain selected assets and liabilities are covered in these

Coin of the realm—
but which realm?
Austria, Spain, Mexico,
America, Japan, England—
coins from all these countries
circulated throughout the Middle
and Far East in their day.

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quarterly inquiries and until September 1964 the total of the selected assets has exceeded the total of the selected liabilities. In December 1964 however there was a small turn round and at March 1965 the deficiency of the sum of the selected assets, which totalled £1,022 million, increased compared with the sum of the selected financing items, which totalled £1,057 million. This may be due to the increasing employment of funds by finance companies in acquiring fixed assets for leasing, renting or hiring out; assets held in this form are not represented among the selected assets covered by the quarterly inquiry.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at					
	Dec. 31, 1963	Mar. 31, 1964	June 30, 1964	Sept. 30, 1964	Dec. 31, 1964	Mar. 31, 1965
Assets with United Kingdom financial institutions other than banks	9	14	11	10	9	7
Trade investments and investments in unconsolidated subsidiaries	32	35	37	39	41	45
Other securities	19	15	19	15	20	9
Hire-purchase, credit sale and other instalment credit outstanding (1)	659	693	752	791	803	836
Other advances and loans	77	93	99	106	117	125
Total of Selected Assets	796	850	918	961	990	1,022
Selected liabilities						
Bills discounted with United Kingdom banks and discount houses	62	72	85	77	111	122
Deposits by:						
(a) United Kingdom banks	71	85	105	104	84	127
(b) Other United Kingdom financial institutions	30	43	54	56	55	47
(c) United Kingdom non-financial companies	175	164	196	195	203	197
(d) Other United Kingdom residents	42	48	53	55	66	76
(e) Overseas residents	72	72	73	91	86	89
	—	—	—	—	—	—
Total deposits	390	412	481	501	494	536
Other borrowing						
(a) United Kingdom banks (net) (2)	85	90	84	107	116	119
(b) Other United Kingdom financial institutions	6	7	7	7	7	8
(c) United Kingdom non-financial companies	1	1	1	1	2	1
(d) Other United Kingdom residents	8	8	7	7	7	7
(e) Overseas residents	1	1	2	—	—	—
	—	—	—	—	—	—
Total other borrowing	101	107	101	122	132	135
Unearned finance charges	71	76	81	86	88	93
Issued capital and reserves (3)	151	153	152	157	172	171
Total of Selected Liabilities	775	820	900	943	997	1,057

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*
Photographs of UK business men in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Index of industrial production for March

THE PROVISIONAL index of production for March 1965, prepared by the Central Statistical Office, is 130 (seasonally adjusted). A considerable part of the fall in the seasonally adjusted index for March can be attributed to strikes in the motor vehicle industry and plant overhauls in the steel industry. The index for the first quarter of 1965 is 1 per cent higher than that for the last quarter of 1964.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available: in particular, the seasonal factors have been recalculated to take 1964 experience into account, and the new factors have caused some revisions to the seasonally adjusted figures for 1963 and 1964.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries: Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·4	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	110	105
1962	115·0	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	119·9	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
Unadjusted:														
1963 4th quarter	127	99	128	120	115	128	144	129	146	126	134	76	126	119
1964 1st quarter	128	100	128	110	108	115	150	131	153	128	135	76	130	123
2nd quarter	130	98	133	121	113	136	155	134	158	132	139	75	137	126
3rd quarter	120	84	122	118	110	131	146	133	148	117	128	73	110	109
4th quarter	134	99	135	123	116	136	154	141	156	134	147	75	128	124
1965 1st quarter (prov.)	135	98	136	116	111	126			162	136	147	75	131	131
1965 Jan. (prov.)	132	91	132	110	109	111	155	138	157	132	141	76	128	132
Feb. (prov.)	137	103	137	118	112	128	162	138	165	136	147	75	133	133
Mar. (prov.)	136	101	138	122	112	139			164	140	154	75	132	128
Seasonally adjusted:														
1963 4th quarter	124	96	125	117	112	125	144	128	146	123	128	76	128	116
1964 1st quarter	127	96	128	116	110	126	147	131	150	127	135	75	128	120
2nd quarter	128	95	129	117	111	126	151	134	153	127	136	75	126	122
3rd quarter	128	95	129	120	113	132	152	135	155	127	137	74	123	119
4th quarter	130	95	132	121	113	133	153	140	156	130	141	75	129	121
1965 1st quarter (prov.)	132	96	133	121	113	137			158	132	145	74	126	127
1964 Oct.	129	94	130	120	113	131	152	138	155	128	137	75	128	120
Nov.	130	95	132	121	114	134	154	144	155	130	140	75	129	123
Dec.	132	97	133	121	113	135	154	138	157	133	145	75	130	121
1963 Jan. (prov.)	133	97	135	121	114	134	156	142	158	136	149	75	128	129
Feb. (prov.)	132	96	134	122	113	137	155	136	158	133	144	74	128	128
Mar. (prov.)	130	95	131	122	111	140			157	129	141	74	121	123
Oct.-Dec. (av.)	130	95	132	121	113	133	153*	140*	156	130	141	75	129	121
Jan-Mar. (av.) (prov.)	132	96	133	121	113	137	155*	138*	158	132	145	74	126	127

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	118	116	102	126	148	154	139	128	139	137	135	138
Unadjusted:															
1963 4th quarter	123	122	126	121	120	105	127	143	143	143	127	140	133	131	145
1964 1st quarter	127	126	133	120	116	105	128	142	146	136	119	139	133	131	162
2nd quarter	133	133	136	118	116	105	123	151	160	136	129	144	140	137	125
3rd quarter	117	116	121	112	108	93	123	146	153	135	126	127	130	136	109
4th quarter	134	133	136	124	124	105	128	155	159	149	137	144	143	137	154
1965 1st quarter (prov.)	141	141	140	122	121	109	127	151	155	143	127	146	137		171
1965 Jan. (prov.)	140	141	137	116	117	108	116	149	154	140	122	150	132		175
Feb. (prov.)	145	144	146	127	124	110	135	151	156	142	127	146	143		173
Mar. (prov.)	137	137	137	123	121	108	130	153	156	149	131	141	136		164
Seasonally adjusted:															
1963 4th quarter	120	119	123	117	113	101	127	141	143	138	120	136	130	131	133
1964 1st quarter	124	122	130	118	116	102	124	145	149	137	130	136	135	133	138
2nd quarter	129	129	132	117	115	102	124	146	154	134	127	139	134	135	136
3rd quarter	127	127	131	119	117	102	127	151	156	142	125	140	138	136	133
4th quarter	131	131	133	120	117	102	128	153	159	144	130	140	140	137	142
1965 1st quarter (prov.)	135	135	136	118	118	103	122	151	157	143	136	140	136		146
1964 Oct.	130	131	126	120	117	100	130	152	157	144	124	141	136		142
Nov.	132	132	134	119	117	99	126	152	160	139	131	140	140		139
Dec.	131	130	138	120	117	105	128	156	160	149	136	138	144		143
1965 Jan. (prov.)	138	138	136	120	117	105	127	153	160	142	136	144	134		143
Feb. (prov.)	138	137	139	120	119	104	122	150	157	140	134	140	139		146
Mar. (prov.)	131	130	133	115	116	102	115	151	154	147	137	135	135		148
Oct.-Dec. (av.)	131	131	133	120	117	102	128	153	159	144	130	140	140		142
Jan.-Mar. (av.)(prov.)	135	135	136	118	118	103	122	151	157	143	136	140	136		146

* Latest available three months (December-February) and previous three months (September-November).

Orders, deliveries, production and exports in the engineering industries

THE FIRST ESTIMATES for March indicate that new orders in the industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification) were 7 per cent higher than a year earlier. In the light of the more complete information now available the first estimates for orders on hand and net new orders in February have been revised upwards for both home and export markets. Taking these revisions into account new export orders in the first quarter of this year increased by about a third and new home orders by 8 per cent compared with the same period in 1964.

Deliveries in March are provisionally put at 8 per cent higher than in March 1964 when the level of activity was affected by Easter. Taking the first quarter of the year as a whole home deliveries rose by 7 per cent and export deliveries by 5 per cent compared with a year earlier. Orders on hand continued to strengthen during March; at the end of the month home order books were a fifth higher and outstanding export orders a quarter higher than in March 1964.

It is provisionally estimated that production in March in the mechanical and electrical goods industries (S.I.C. Order VI) was 11 per cent higher than a year earlier. Making allowance for losses in production due to the Easter break in March last year the rise in output compared with a year earlier was probably smaller than in January and February.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Table 2 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Engineering industries (a)

Table 1: Index numbers of the volume of orders and deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1963	135	139	126	144	143	134	131	137	123
1964	161	152	136	168	151	136	158	153	136
1963 1st quarter	117	132	126	123	121	139	115	135	122
2nd quarter	123	138	123	128	146	133	121	135	120
3rd quarter	130	140	120	136	146	124	128	137	119
4th quarter	135	145	133	144	159	139	131	139	131
1964 1st quarter	140	146	134	143	134	136	138	150	133
2nd quarter	148	160	138	148	151	138	148	163	138
3rd quarter	154	141	126	158	148	123	153	138	127
4th quarter	161	159	144	168	169	144	158	156	144
1965 1st quarter*	169	166	143	179	174	144	166	163	143
1964 January	136	131	125	142	113	130	133	138	124
February	137	149	138	142	145	143	135	150	137
March	140	159	139	143	144	137	138	164	140
1965 January*	163	158	137	172	175	138	160	151	136
February*	167	170	142	176	177	144	163	167	142
March*	169	170	150	179	170	149	166	169	150

* Provisional.
(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

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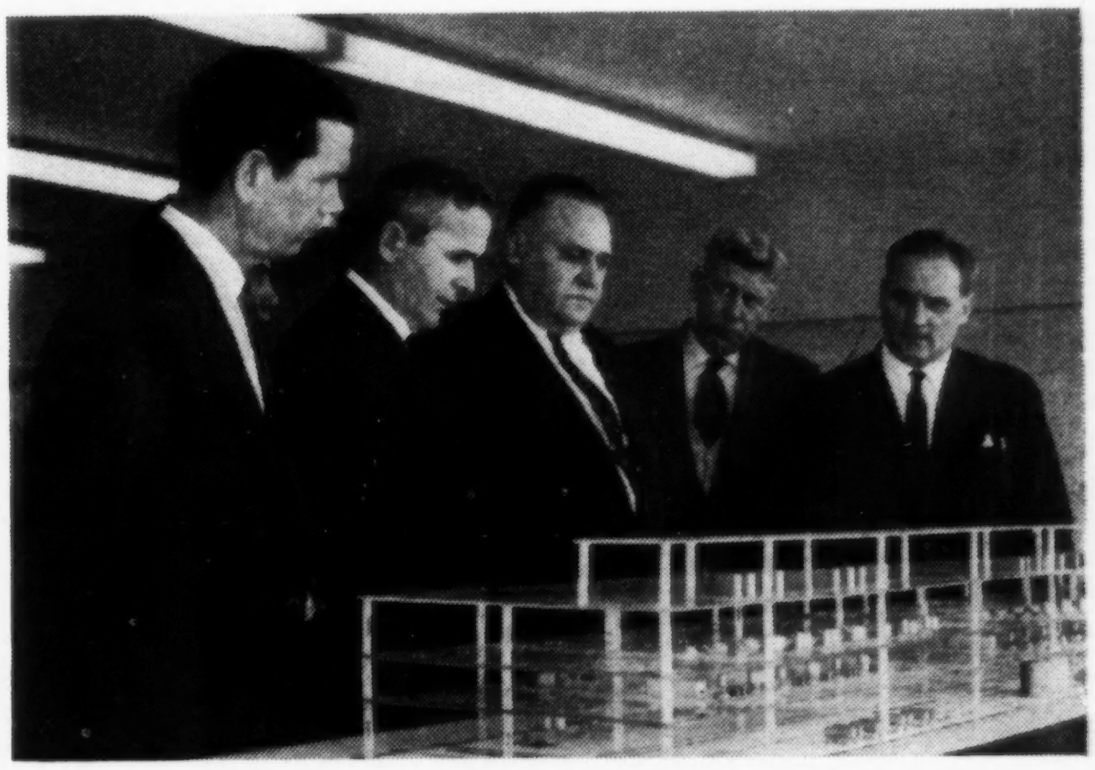
Table 2: Engineering and electrical goods industries (S.I.C. Order VI) volume of production, exports and orders on hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)			
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market	
	1958 = 100			1961 = 100	December 1958 = 100			
1958	100	100	100	81	100	100	100	1958
1959	105	103	110	82	101	102	101	1959
1960	114	112	116	91	119	121	118	1960
1961	121	122	120	100	122	127	120	1961
1962	123	122	126	100	118	130	114	1962
1963	126	122	134	106	139	145	137	1963
1964	137	133	144	105	162	165	161	1964
1963 1st quarter	126	123	131	111	121	124	119	1963 1st quarter
2nd quarter	124	120	131	111	127	130	126	2nd quarter
3rd quarter	120	116	129	97	135	139	134	3rd quarter
4th quarter	134	128	146	107	139	145	137	4th quarter
1964 1st quarter	135	132	141	112	143	144	143	1964 1st quarter
2nd quarter	139	135	146	111	151	147	153	2nd quarter
3rd quarter	128	125	134	93	157	158	157	3rd quarter
4th quarter	147	142	156	105	162	165	161	4th quarter
1965 1st quarter	147*	..	..	106	171*	175*	169*	1965 1st quarter
1964 January	128	123	137		140	144	139	1964 January
February	139	135	145		141	144	140	February
March	138	138	140		143	144	143	March
1965 January	141*	..	..		165*	168*	163*	1965 January
February	147*	..	..		168*	172*	166*	February
March	154*	..	..		171*	175*	169*	March

*Provisional.
(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

A party of Russian visitors visited the Hull headquarters of J. H. Fenner and Co. Ltd., recently. They are seen here watching a technician testing a sample of Fenaplast colliery conveying belting in the company's research centre. From left to right are; Mr. A. Chuev, Science Counsellor at the Soviet Embassy in London; Mr. J. Y. Cleaton, director Fenner International Ltd., Mr. V. Rodionov, London correspondent of "Moscow Economic Gazette"; Mr. Y. Stepaneko, Third Secretary, Soviet Embassy; Mr. H. Booth, divisional director, Fenner International; and Mr. G. E. Watts, director of Group Research and Development.



A Russian trade delegation recently visited Portsmouth as the guests of Constructors John Brown Ltd., who have opened an offices in the town. The party seen inspecting a model prepared by the firm's engineers and draughtsmen are: (from left to right) Mr. K. T. Kourdjumov and Mr. N. S. Kolotov (obscured) (chief engineers USSR); Mr. D. O. Shkrebtienko (Deputy Trade Representative USSR); Mr. V. I. Rodnov (Trade Representative of the USSR in the United Kingdom); Mr. O. Dow (civil engineer, CJB, Portsmouth); Mr. R. B. Macadam (manager, CJB, Portsmouth).

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Metal working machine tools deliveries and orders in February

THE CURRENT monthly figures shown on the tables are based on returns made to the Board of Trade by firms accounting for about 75 per cent of deliveries and include estimates for smaller firms making quarterly returns only. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools, details of which are published in the Board of Trade's Business Monitor P.64.

To assist in the interpretation of trends in the metal working machine tools industry the figures are also published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors excludes regularly recurring influences it still reflects the effects of factors that do not recur regularly. Moreover the seasonal pattern may be changing. The month-to-month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year, as another twelve months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the industry. The comments on recent trends given below relate to the seasonally adjusted series.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend; the month-to-month fluctuations are particularly marked in the case of the derived net new order series. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

With a lower level of new ordering in February for both home and export markets, net new orders in the three months ending February, after allowing for seasonal factors, showed a small decrease on the previous three months. Net new home orders in the December to February period were 1 per cent higher than in September to November but net new export orders, making the same three months on three months comparison, were 12 per cent lower.

Export deliveries were smaller in February than in December or January but for the three months December to February combined were 12 per cent higher than in the previous three months. The rising trend in home deliveries continued with an increase of 2 per cent in the December to February period on the previous three months.

Home order books increased further during February and at the end of the month were over two-fifths higher than at the same time in 1964. Orders on hand for export markets slipped back during February and have fallen by 4 per cent over the last three months.

Table 1. Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders Outstanding			Net New Orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1962 1st quarter	32,525	8,536	23,989	111,008	31,514	79,494	26,617	7,962	18,654
2nd quarter	31,731	8,590	23,142	107,385	34,233	73,153	28,108	11,308	16,800
3rd quarter	30,934	8,935	21,999	99,721	35,735	63,986	23,270	10,438	12,833
4th quarter	31,982	9,410	22,572	88,266	34,691	53,576	20,527	8,366	12,161
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,410	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1964 January	10,343	3,317	7,027	70,222	28,909	41,313	11,540	3,069	8,471
February	9,487	3,326	6,521	71,615	28,325	43,289	11,240	2,742	8,498
March	11,281	3,580	7,701	70,949	27,658	43,292	10,615	2,912	7,703
April	9,440	3,080	6,361	72,429	27,637	44,793	10,921	3,059	7,862
May	9,060	2,679	6,381	72,877	27,931	44,947	9,508	2,973	6,535
June	9,517	2,766	6,751	74,848	28,941	45,907	11,487	3,776	7,711
July	9,192	2,403	6,789	78,342	29,433	48,909	12,686	2,895	9,791
August	8,457	2,403	6,055	79,439	29,887	49,552	9,554	2,856	6,698
September	11,149	3,314	7,835	81,307	30,176	51,131	13,017	3,603	9,415
October	10,519	3,428	7,090	83,483	30,538	52,945	12,694	3,791	8,904
November	10,892	3,271	7,621	85,454	30,507	54,946	12,863	3,240	9,622
December	12,012	4,236	7,776	86,573	29,527	57,046	13,132	3,256	9,876
1965									
January*	10,669	3,490	7,179	90,036	29,197	60,840	14,132	3,160	10,972
February*	11,692	3,655	8,038	90,045	28,204	61,841	11,701	2,662	9,039
January-February, 1964	20,190	6,642	13,548	71,615	28,325	43,289	22,780	5,811	16,968
January-February, 1965	22,361	7,145	15,216	90,045	28,204	61,841	25,833	5,822	20,012
Percentage change	+11	+8	+12	+26	N/C	+43	+13	N/C	+18

* Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.

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Table 2. Metal working machine tools orders and deliveries: Seasonally adjusted (1)

£'000

Period	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,299	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,701	88,995	34,461	54,534	98,109	37,963	60,146
1963	114,162	39,188	74,974	69,625	28,960	40,665	94,792	33,687	61,105
1964	121,709	37,801	83,908	87,532	29,322	58,210	139,616	38,163	101,453
1962 1st quarter	30,862	7,991	22,871	113,021	32,827	80,194	25,825	8,849	16,976
2nd quarter	32,427	9,290	23,137	107,196	34,416	72,780	26,602	10,879	15,723
3rd quarter	32,061	8,965	23,096	98,912	34,606	64,306	23,777	9,155	14,622
4th quarter	31,822	9,225	22,597	88,995	34,461	54,534	21,905	9,080	12,825
1963 1st quarter	30,218	9,987	20,231	80,898	32,980	47,918	22,121	8,506	13,615
2nd quarter	28,850	10,107	18,743	74,393	30,419	43,974	22,345	7,546	14,799
3rd quarter	27,742	9,672	18,070	69,722	29,285	40,437	23,071	8,538	14,533
4th quarter	27,352	9,422	17,930	69,625	28,960	40,665	27,255	9,097	18,158
1964 1st quarter	29,940	9,565	20,375	72,766	28,992	43,774	33,081	9,597	23,484
2nd quarter	28,652	9,219	19,433	74,629	29,086	45,543	30,515	9,313	21,202
3rd quarter	29,931	8,253	21,678	80,771	29,071	51,700	36,073	8,238	27,835
4th quarter	33,186	10,764	22,422	87,532	29,322	58,210	39,947	11,015	28,932
1964 January	10,713	3,392	7,321	70,509	29,113	41,396	11,597	3,545	8,052
February	9,625	3,162	6,463	72,109	28,992	43,117	11,225	3,041	8,184
March	9,602	3,011	6,591	72,766	28,992	43,774	10,259	3,011	7,248
April	10,516	3,469	7,047	73,093	28,699	44,394	10,843	3,176	7,667
May	8,851	2,779	6,072	73,312	28,677	44,635	9,070	2,757	6,313
June	9,285	2,971	6,314	74,629	29,086	45,543	10,602	3,380	7,222
July	8,931	2,295	6,636	77,701	28,743	48,958	12,003	1,952	10,051
August	10,206	2,861	7,345	77,366	28,738	48,628	9,871	2,856	7,015
September	10,794	3,097	7,697	80,771	29,071	51,700	14,199	3,430	10,769
October	10,724	3,345	7,379	82,861	29,969	52,892	12,814	4,243	8,571
November	10,890	3,411	7,479	85,223	30,056	55,167	13,252	3,498	9,754
December	11,572	4,008	7,564	87,532	29,322	58,210	13,881	3,274	10,607
1965 January*	11,071	3,569	7,502	90,365	29,403	60,962	13,904	3,650	10,254
February*	11,464	3,474	7,990	90,463	28,868	61,595	11,563	2,940	8,623
Average of the latest 3 months	11,369	3,684	7,685	..	..	..	13,116	3,288	9,828
Average of the previous 3 months	10,803	3,284	7,518	..	..	..	13,422	3,724	9,698
Percentage change	+5	+12	+2				—2	—12	+1

* Provisional.
(1) See footnote (1) to Table 1.
(2) Figures are derived from the seasonally adjusted deliveries series and from changes in seasonally adjusted orders on hand in the period.

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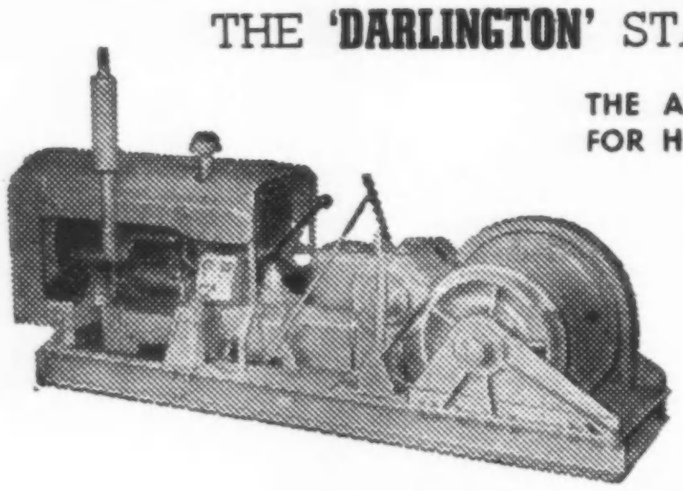

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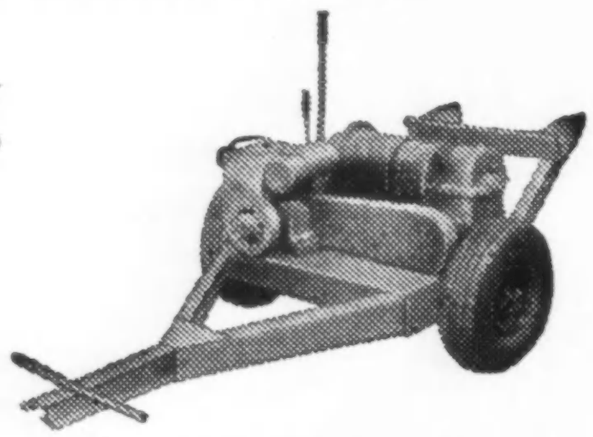

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Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
June 17 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD 1), 17 Warren Street, Stockport (Tel. Stockport 2252).
July 22 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD 1), 65 Coventry Street, Kidderminster. (Tel. No. Kidderminster 2053 and 4211).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal orders only*).

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
June 3 .	Plant and equipment and miscellaneous stores including: Portable hand crane, Fourways conveyor, watches, 30,000 vee jewels 2 mm. radio receivers, electronic equipment, electrical, wireless, M.T. and aircraft spares, generators, blankets, clothing, footwear, furniture, etc.	Ordnance Storage and Disposal Depot, Rotherwas, near Hereford.	Russel Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. 4366).
June 10, 11 and 14	Vehicles, machine tools, clothing and textiles including: Commercial vehicles, private cars and motor cycles, B.D. blouses and trousers, greatcoats, canvas, leather and webbing, haversacks and kitbags, mixed rags, curtains, bedding, ankle boots, folding and other chairs, wooden folding forms and tables, cables various, kitchen ware various, Solas mobile X-ray apparatus, miscellaneous hand tools, horizontal and vertical milling machines centre and other lathes, pocket and wrist watches, projectors with transformers, wooden boxes, marine diesel engines (crated) with spares, steam driven reciprocating generators (crated) with spares, electric bulbs, welding electrodes, nuts, bolts and screws, etc. jerricans, batteries and tyres, 2 ton, 5 ton and 10 ton mobile cranes.	Ordnance Disposal Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd., (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
June 17 .	Clothing, motor cyclists boots, tentage, hand tools, electric cable, wire, bolts, screws and miscellaneous stores.	Command Ordnance Depot, Coypool and other locations. *Sale at Plymouth.*	Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. Plymouth 69292).
June 22 .	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of Sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
June 1 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section (Her Majesty's Stationery Office), Room D.44, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Exhibitions and Fairs

Mr. Roy Mason at Oslo International Shipping Exhibition

SPEAKING on 'British Shipbuilding Day', May 19 at the International Shipping Exhibition in Oslo Mr. Roy Mason, Minister of State (Shipping), Board of Trade, said:

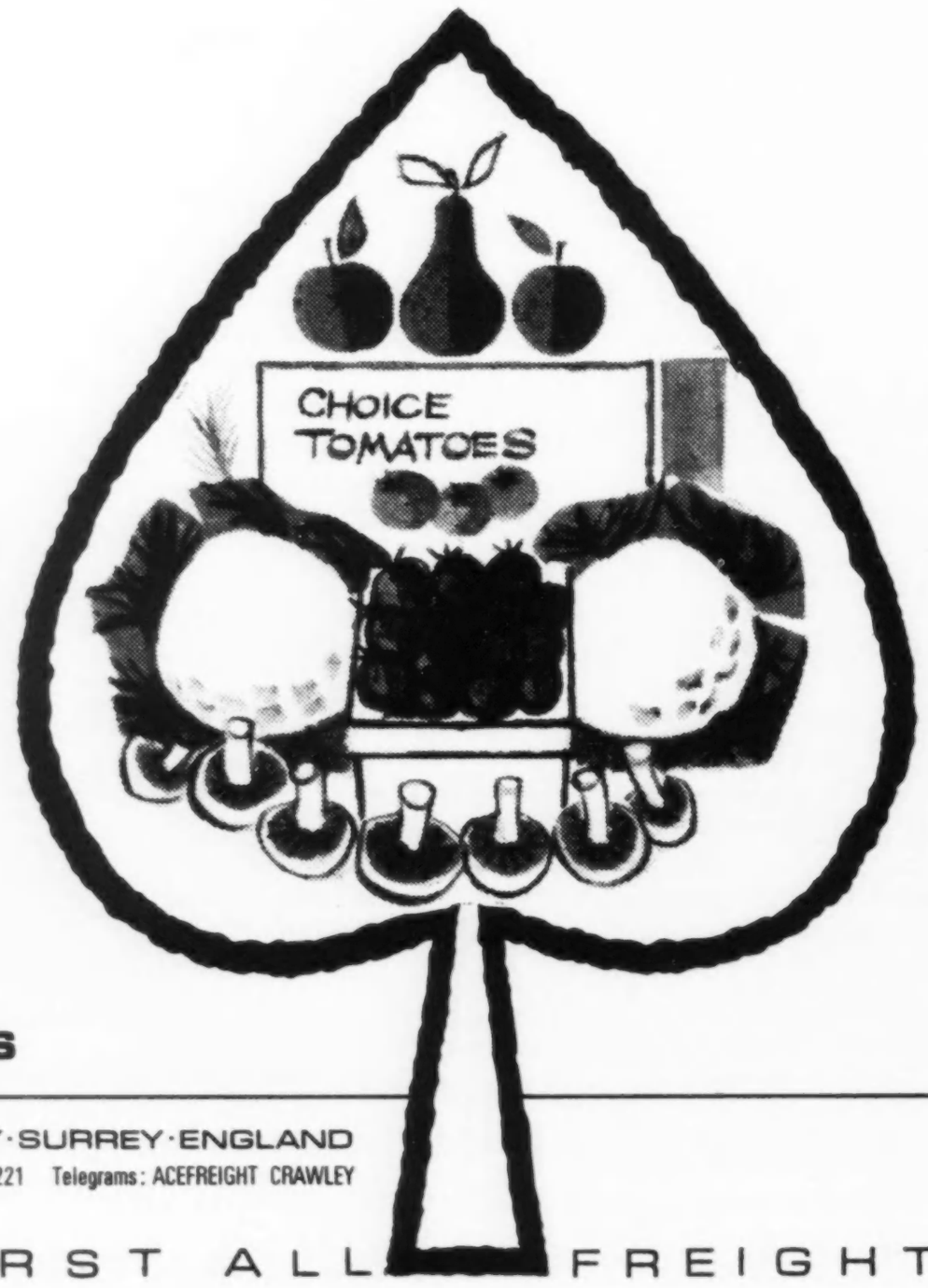
'I recognize that a number of Norway's infant industries – cash registers, portable radios, pleasure boats etc. – may be hit by the import surcharge which originally was 15 per cent but which was lowered to 10 per cent on April 27. This subject may well be raised at the EFTA Ministerial Meeting in Vienna on May 24/25. No doubt pressure will be applied for a further reduction. This would be premature. We are looking forward to a friendly and constructive meeting at Prime Minister level. We regard this status of representation as appropriate. We are most keen to avoid deepening the economic division in Europe. We are glad that Mr. Gerhardsen, the Norwegian Prime Minister will be attending.' He emphasised that the import surcharge was still a temporary measure to restrain imports until our balance of payments position became healthier. Thirty per cent of all British imports were subject to the surcharge. One-third of Norway's exports to the United Kingdom were affected, but this only represented 6 per cent of Norway's total exports. The import surcharge would be kept under review and would only be removed when it was safe to do so.

The Minister of State noted that the Oslo International Shipping Exhibition was the first of its kind to be held in Norway. He said: 'Its aim is to cover all aspects of shipbuilding. There are nearly 200 exhibitors, one-third of which are foreign companies. The largest foreign contingent is British. There are some 40 British exhibitors, including the largest ever international effort by the Shipbuilding Conference. The rent for their stand – £4,000 – has been paid for by the Board of Trade.' The exhibition was organized by a non-profit making body, Norges Varomesse.

For British Shipbuilding Day, thirteen British builders and the British Ship Research Association had joined hands to produce co-operatively and hence more cheaply a new bulk carrier design. Norway had a fleet of 14½ million gross tons. The replenishment demand since 1960 had been, on average, about 1¼ million gross tons annually. Norway's shipping industry in its record year built 400,000 gross tons, of which 40 per cent was for export. They, therefore, require a large tonnage from abroad – approximately one million gross tons annually. British shipbuilders were making a great effort to capture this market. The past few months had seen a marked revival of interest by Norwegian shipowners in British yards. The reasons, he thought, were 5½ per cent export credit facilities, now available throughout the whole period of any transaction; some of the modernization schemes in British shipyards were beginning to pay off; the Trade Unions were recognizing that some restrictive practices were harming the industry's efforts and they were abolishing them; the British Government's determination to strengthen sterling – Norwegian shipowners were concerned about this as the bulk of their long-term charters were in sterling. They were showing faith in us, we were determined not to let them down. Accordingly, orders placed so far this year in British yards by Norwegian shipowners had been three times greater than those for the whole of 1964. The present order book of the British shipbuilding industry was the best since 1961 and was second only to that of Japan.

The Minister of State continued: 'The British shipbuilding industry is determined to win an increasing share of the expanding bulk carrier market. This new venture and co-operative effort is indicative of its vitality. This is the first step in cutting costs. Next I would wish to see in alliance with standardized designs, the bulk purchase of materials and components – this to be followed by a still more aggressive co-operative sales effort abroad.'

Design Querum



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Scottish Group's success in Denmark

THE ENTERPRISING Export Group of the Dundee Chamber of Commerce recently staged another of their exhibitions of Scottish products at the Park Hotel in Copenhagen. Similar displays had been previously held in London, Stockholm, Gothenburg, Seattle and Oslo, and Copenhagen was chosen as the likeliest site for the latest one, following the success of the British Week in Denmark that was held in the autumn of 1964.

Fourteen firms participated in the Copenhagen exhibition, which occupied two halls in the hotel. The range of goods included linoleum floor covering, footwear and rubber products, polythenes, tarpaulin canvasses, whisky, scientific and industrial glassware, carpets, plastic woven rugs, furnishing fabrics, jute products, hessian for agricultural and horticultural use, confectionery products for the baking trade, wire shopping carts and baskets, gentlemen's toilet articles and a variety of typical Scottish products. The information stand, which was manned by the Secretary of the Chamber, provided details of the products of other member firms amd also represented the Corporation and the Harbour Trust.

All of the participating firms sent representatives to Copenhagen for the duration of the exhibition and those who have agents in the country were joined by them at the stands. The exhibition was opened by the Acting Lord Mayor of Copenhagen in the presence of the Lord and Lady Provost of Dundee, the British Ambassador to Denmark, and a large number of leading representatives of Danish commerce and industry.

The exhibition was essentially a trade show, invitations to visit it having been sent out in advance to store buyers, importers and agents, although members of the public were admitted on the final day. Almost all the exhibitors recorded a good number of visitors and none were less than satisfied with the results. Several agency agreements were negotiated by those firms who participated particularly for the purpose of finding agents and all the exhibitors made useful new contacts which were expected to lead to rewarding business subsequently. Two of the agency agreements concluded were, in fact, for products for which current market conditions were thought to be highly adverse, thus demonstrating the value of the exhibition in introducing the products to the market.

In the course of the show several worthwhile orders were placed and others were expected to follow. One firm took an order worth several thousand pounds on the first day of the exhibition and had hopes of securing another worth far more shortly afterwards, while three others also concluded business in the order of several thousands of pounds with strong prospects of more to follow.

The exhibition was mounted with Government assistance under the Board of Trade joint venture scheme, the stands being built by a Danish contractor to the Central Office of Information specifications. A booklet was produced, in Danish and English, giving information about each of the participating firms and its products and general information about Dundee. The overall result was a very successful exhibition, which could rightfully be said to be the result of close co-operation between all concerned, and one which could be profitably copied by similar organizations in Britain.

The Swedish Trade Fair Gothenburg

By R. W. Bailey, HM Consul-General at Gothenburg

THE SWEDISH TRADE FAIR, held May 7-16 in Gothenburg, was seen this year by well over 150,000 visitors of whom 63,400 or almost 40 per cent were trade buyers. Although the total number of admissions was slightly down this year, the number of buyers increased by 6,000. The fair was declared open by Mr. Gunnar Sträng, the Swedish Minister of Finance, on May 7 and lasted for 10 days. Twenty-two countries, including Britain, Australia and Pakistan, had national stands, and firms from 33 countries were represented.

The British official stand, sponsored by the Board of Trade and designed by the Central Office of Information, attracted much favourable comment. In addition to large illuminated coloured photographs of British shipyards, ships, cars, tractors, atomic energy reactors and other products of British industry, a number of last year's Industrial Design awards were on show. Two or three of the items, and particularly a bicycle, garden shears and a door bell, attracted much attention and many inquiries were passed to the Swedish agents of the firms who produced them. Also a number of visitors from outside Scandinavia inquired about possible agency rights for these articles in their own countries. Many commercial visitors were received at the British stand, which was manned by the staff of the British Consulate-General in Gothenburg, and much tourist literature about Britain was distributed to the general public.

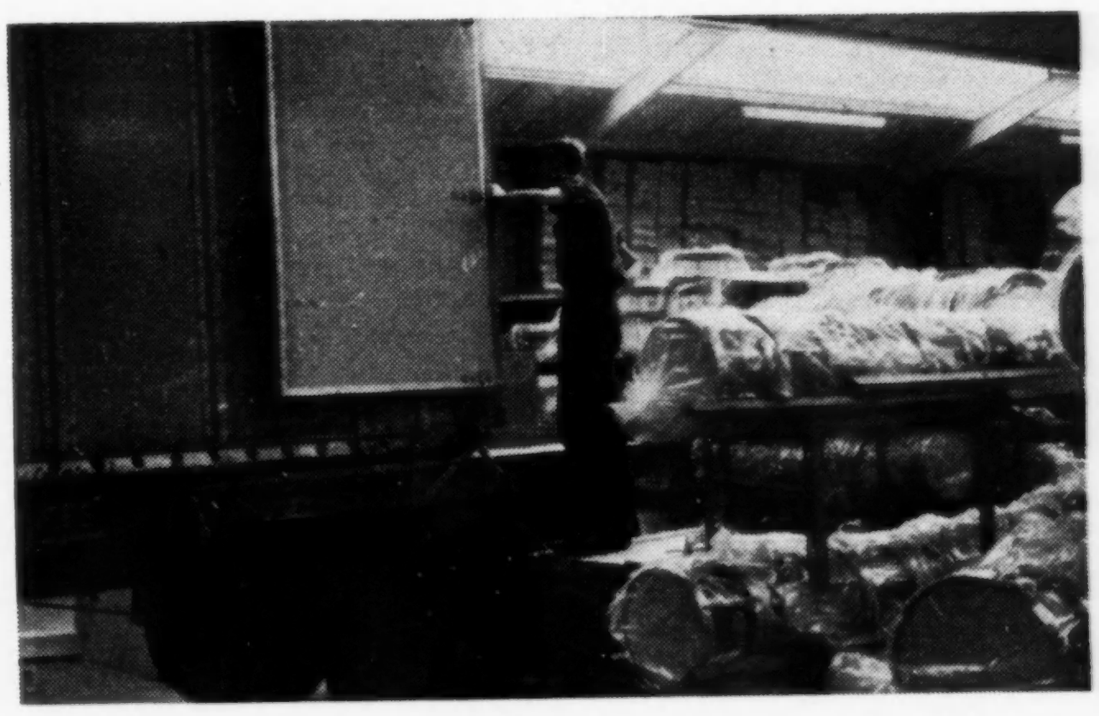
Sixty British firms in all were at the fair this year, six of them showing in their own name and the remainder through their Swedish agents. They covered a wide field of British exports from a well-known brand of washing machines to razor blades, needles, electric power tools, cosmetics and fabrics. In the past two years, British caravans have been a dominant feature of the exhibition, and this year, following up the successes derived from the previous years' joint ventures, there was once again a good display, some 15 or more British caravans being on show. It was apparent, however, that because it is such a wide-open market, competition from other countries is now beginning to be noticeable.

The Iron Curtain countries were at the fair in force, with heavy machinery prominently on display. Poland and East Germany each took more floor space than any other single country.

Gothenburg is a focal point of Scandinavia, being roughly equidistant from all the Scandinavian capitals. It was clear that a high proportion of all the buyers came from outside the Gothenburg area. Indeed there were many from Germany, Britain and Belgium, and some even from North and South America and the Middle and Far East.

The British exhibitors expressed themselves as well satisfied with the results and those showing for the first time quickly found suitable agents throughout Scandinavia and received useful orders. I sincerely hope that next year even more British firms will take part. I feel sure they will find it well worthwhile.

Seen at one of the stands are (from the left to right): The Hon. Sir John Henniker-Major, HM Ambassador to Denmark, Mrs. McManus, the Lady Provost of Dundee Mrs Edel Saunte, the Acting Lord Manor of Copenhagen, Mr. Maurice McManus, the Lord Provost of Dundee, and Mr. J. Armstrong, Payne, chairman of the Exports Group of the Dundee C. of C.



All Premier Drum Co. Ltd. instruments are individually packed in polythene bags, a great help in ensuring their arrival in perfect condition at the 102 countries to which they are currently being shipped. The growth in demand for the firm's drums in the United States has enabled the manufacturers to switch to the use of door-to-door containers.

British businessmen impressed by British Week in Amsterdam

BRITISH WEEK IN AMSTERDAM closed officially on May 23. If goodwill, prestige and sheer enjoyment by all who took part could be measured its success would probably break several records. As an intensive sales campaign its success was phenomenal: the commercial centre of Britain's third biggest market in Western Europe was said by the organizers – the Export Council for Europe and the Board of Trade – to be the most successful promotion of Anglo-Dutch trade ever staged. The public has been buying British shirts, dresses, sweets, carpet sweepers and even bowler hats – not normal Dutch wear – to an extent which has impressed responsible observers. As an export promotion scheme, the full results of the event will not be apparent for some time. Dutch audiences were told by Mr. A. R. Glen, Chairman of the Export Council for Europe, that the aim of British week in Amsterdam was to increase British exports to the Netherlands by between £10 million and £12 million over the next 18 months.

The current annual figure stands at £200 million worth. While it is still too early to assess results, the view of observers who took part in the first two British Weeks last year – in Dusseldorf and Denmark – is that throughout the Week a greater quantity of British goods was being sold from Amsterdam shops than at comparable dates for earlier promotions.

More British businessmen than before, many of them managing or export directors, went to Amsterdam in person. New exporters too, were in evidence.

Not surprisingly the supporting features to British Week; the exhibitions, displays, concerts and other events, were very popular. Whitbread's 'Britannia' pub in the Museumplein, which sold 400 glasses of draught beer and 6,000 bottles in the first 12 hours – was a special favourite. But the heart of British Week was the display of consumer goods of all kinds in the shops. Many original promotion schemes were organized. For example, Mr. Hugh Shalson, managing director of the London firm of Kentgran Trading Co. Ltd., who specialize in exports of British furniture, arranged for the seating in the arrival lounge of Amsterdam's Schiphol Airport to be exchanged for British-made settees and chairs, each bearing a small tag stating where similar furniture could be purchased in the city. Several days before the Week ended, Mr. Shalson reported that all the furniture in the lounge had been sold to airport staff and visitors through the famous department store, Vroom and Dreesmann.

In this store, Ercol Ltd., of High Wycombe, Universal Bedding and Upholstery Ltd., Kentgran Trading Co. Ltd., Rivington Carpets Ltd., Artwell and Artware and Norman Reproduction Furniture, with the co-operation of Mr. P. Schrijnemaekers, executive furniture buyer of Vroom and Dreesmann, put on a show of British furniture covering one whole floor. According to Mr. Shalson, whose company was represented in the display, during one day the store achieved a record sale in the furniture department: £3,500 worth of British furniture.

Vroom and Dreesmann devoted a large part of the store for the display and promotion of British goods in all departments. There was a special display of British giftware including stationery, leather goods, tableware and linen goods. Customers purchasing gifts could have them wrapped and posted immediately at a special postbox provided beside the counter.

Mr. I. A. Howie, managing director of the Merrydown Wine Co. Ltd., Horam, Sussex, who also visited Amsterdam was impressed by the attractive window displays of his company's English country wines in fashionable stores.

Sales of sherry in the Netherlands had been one of the export success stories of Harveys of Bristol in recent years, according to Mr. George McWatters, the chairman of the company. He said that the Dutch market was developing well and Dutch agents were confident that they could double the number of outlets selling Harvey products during 1965. Harveys had displays in 100 Amsterdam shops.

Mr. Scott Hay, managing director of Reid and Taylor Ltd., Langholm, Scotland – who claim to be makers of the world's most expensive cloth for men's suitings – said at a reception held by his company at the Amsterdam Hilton Hotel on May 17 how much he valued his friendly associations over the years with Holland and complimented the Dutch tailors, not only on the high standard of their craftsmanship but also on the excellent displays of Reid and Taylor cloth which he had seen. Some 83 per cent of Reid and Taylor cloth was exported.

Amsterdam window displays featuring menswear were also praised by Mr. Gerald Abrahams, chairman of the British Menswear Guild, which sponsored five leading stores. 'It was most gratifying to see that some of the most outstanding windows down the main streets were those in stores where special displays had been created with the full co-operation of the Guild' he said. 'Orders have already been received for the coming season and the Guild will again combine with these stores in the autumn to help in following up the great interest that has been shown by the Dutch people.' Mr. Abrahams said that he was very impressed by the outstanding functions organized by the Government which had done a great deal to bring to the attention of the Dutch people the variety and quality of British exports.

British men's socks were popular too. Wolsey men's hosiery was represented by displays in three leading Dutch stores. Wolsey claims to be responsible for 90 per cent of the exports of British men's woollen hosiery to Holland.

Bowler hats, of course, were a constantly recurring theme throughout the Week.

British ladies' fashions were certainly no less popular. Hirsch and Co., the high-grade fashion house of Amsterdam's Leidsestraat, was the first stopping place for HRH Princess Margaret and Lord Snowdon in their tour of Amsterdam shops. The Princess met the directors and saw displays of British fashion goods and leather goods. She particularly admired a luxurious jewellery case made by Cole Bros. of London. Hirsch and Co. staged a Mary Quant show during the week.

Mr. W. Rosenblatt, a director of the Jersey-Novelty ladies' fashion shop in Kalverstraat, displayed British fashion goods including models from Netty Vogue, California, Wendy and Horrocks. 'The real benefit of British Week' said Mr. Rosenblatt, 'will only be seen in the long run after the excitement has died down, but I am in no doubt that we can expect to see an increase in "buying British" habits as a result of the Week.'

A table-laying competition was organized by Josiah Wedgwood and Sons Ltd., Sir John Wedgwood, introducing the presentation said 'Sales of Wedgwood to Holland are second only to Canada. I personally visit Holland three times a year and would welcome an excuse to visit more often. Our sales in the Netherlands are 50 per cent of our sales on the home market, which is proof that we treat our exports seriously.'

A characteristic feature of Amsterdam is the large number of cyclists, so not surprisingly, great interest was taken in the well-known Moulton bicycle. Moulton staged several promotions and had displays in 10 cycle shops in the city, plus three displays in fashion stores. Twelve Amsterdam students performed a cycle cavalcade daily through the street, ending in various central areas, where leaflets were distributed and inquiries answered. Moulton also presented prizes to the winners of essay competitions and for the best Moulton display.

New exporters too were in evidence. Among these, Mr. Peter Hoyte, furniture designer and maker of Surbiton, Surrey, was typical. Mr. Hoyte, who was seeking foreign buyers for his goods for the first time, said of British Week, 'This is a golden opportunity for me to seek an opening in the Dutch market. I am having meetings and discussions which I hope will prove fruitful and am glad I came.' Another new exporter to Holland, Mr. B. M. Stout, of Design Furnishing Contracts Ltd., London, met two Dutch buyers, after two days of inquiry, interested in his linking chairs for conferences and lectures. These chairs were displayed at the Council of Industrial Design's exhibition.

Many manufacturers either normally selling to Holland or who are newcomers to the market have reported extra sales during the Week and also contacts and future follow-ups. As a promotion of individual products Dutch and British interests agree that the Week has been well worthwhile in bringing buyer and supplier together.

CHANGES IN TRADE FAIRS AND EXHIBITION ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below*:

	Date last published	Date next published
United Kingdom ...	*May* 7	*Aug.* 6
Outside Europe ...	*April* 2	*July* 2
Europe	*Mar.* 5	*June* 4

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

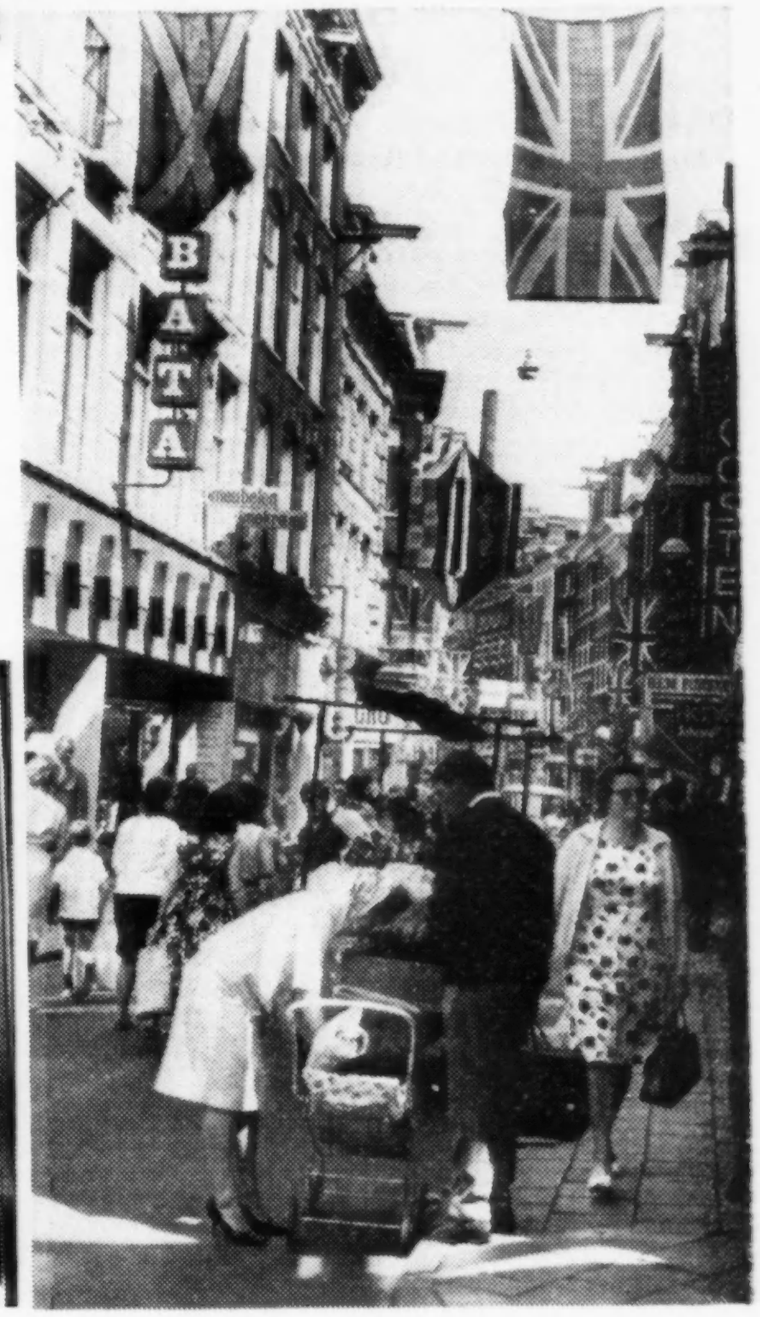
*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia*: 2783, France *Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East*: 3558, *United Kingdom and Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

There are no amendments or additions to classified lists this week.

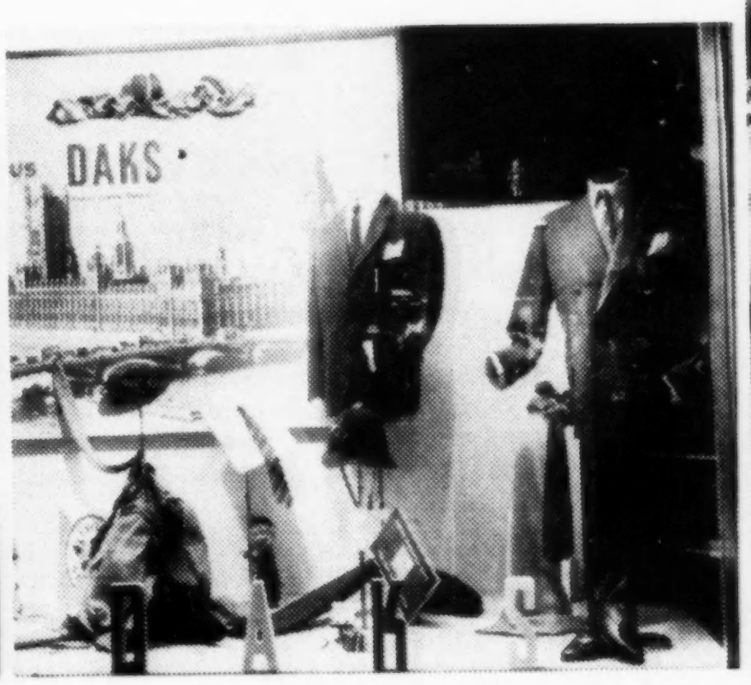
BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. (*Tel. Abbey* 6376.)

Some highlights of the British Week in Amsterdam



Some scenes during British Week in Amsterdam, May 14 to 23. Above: the Royal Party at Hirsch et Cie's Amsterdam store. HRH Princess Margaret (right) is with (left to right) Sir Peter Garran, HM Ambassador at The Hague, Lady Cavendish, Lord Snowdon and Mr. Kahn. Below: two examples of shop window displays. Left: Mrs. De Leeuw, inspecting British knitwear displayed at Metz and Company's shop in Leidsestraat. Centre: This window was specially dressed by Simenus for their British Menswear Guild promotion. Pictures on the right and at the bottom of this page show typical scenes in Amsterdam's shopping centres during the Week.



UK was largest exhibitor at Canadian food show

THREE ROWS of stands in royal blue with a frontage of 120ft. and filled with a wide variety of foods from Britain formed the largest exhibit – 5,200 sq. ft. – at the recent Canadian Grocery and Supermarket Show in Montreal's Show Mart from April 25 to 28. The show is held annually, alternately in Montreal and Toronto. This year it featured Canada's first International Food Festival with samples of foodstuffs from forty countries, nine of whom mounted national exhibits displaying products from Brazil, Britain, Bulgaria, France, Irish Republic, Israel, Italy, Spain and Venezuela.

Thirty-four British food manufacturers took up the offer of space rented for them by the British Government offices in Quebec Province on behalf of the Board of Trade, British participation was organized by the British Trade Commissioner, who worked closely with exhibitors' Canadian agents, and with five British manufacturers who journeyed to Montreal to arrange and man the stands. The official British exhibit featured sugar and chocolate confectionery, biscuits and shortbread, cakes, baby foods, sauces, cheeses, jams and marmalades and canned vegetables, fruits, soups, fish and meats. In addition, a number of agents' stands elsewhere in the show featured British foodstuffs, including teas, gourmet and specialist foods and further ranges of biscuits and confectionery.

The Grocery and Supermarket Show is sponsored by the Canadian Grocers' Institute and is designed primarily to attract trade buyers. This year the Canadian Grocers Convention coincided with the show helping to swell the number of visitors. The Canadian company organizing the show estimates that there were over 12,000 visitors to the 1965 show, which was double the size of the first show in 1963. The idea of featuring this year an International Food Festival was sparked by the growing interest by Canadian consumers and hence by the grocery trade in imported foods. (British food sales to Canada, for example, increased in 1964 by $2 million to $17 million).

Exhibitors of British foods, many of which are well-established in Canada, were able to do business with representatives from as far afield as Vancouver and New York, in addition to those from Quebec Province, Ontario and the Maritimes. The official stands also carried products new to Canadian customers. One such line of packaged and tinned cakes attracted the attention of three of the major food chains in Canada; it proved of such interest that the manufacturer, who made the trip from Sussex to introduce his products was able to leave for home having appointed agents for Quebec and Ontario and got well ahead in negotiations for the appointment of others further afield. Another visitor from Scotland wrote useful new business and was able to reorientate and expand his company's representation; with the help of Trade Commissioners in Ontario and the Maritimes he has also started negotiations for completing his chain of agencies across Canada. A third visitor from Britain is now considering setting up a new selling subsidiary in Canada.

Exhibitors interviewed at the end of the show confirmed that it had provided worthwhile opportunities to make useful new contacts and to strengthen existing ones. Those whose products are well-established in Canada spoke of the prestige and 'reminder' value of their participation; some, however, regretted that more 'big names' in the British food industry had not joined them in showing Canadian buyers the full variety of British food products available to them. Several exhibitors spoke of their intention to participate in the 1966 show to be held in the autumn in Toronto.

British participation in the 1965 Canadian Grocery and Supermarket Show was an exercise in co-operation. Manufacturers, their agents and officials in London and Montreal again demonstrated how Government and industry can work together to promote British goods in overseas markets – using a technique approved by the British manufacturers concerned and financed jointly by industry and Government. It makes good sense for British industry at large to consider the advantages of such ventures, particularly in markets such as Canada where the competition is tough, but the need to sell more is urgent.

British motor sport catches on in Texas

MOTOR RACING is a comparatively young sport in Texas where rodeos, barbecues and baseball are more the fashion. But this summer in Houston, fastest growing city in the United States, British and American sports cars will be racing at a new two-day annual sports car meeting which owes its inception to British enterprise.

Last October, Mr. C. Peter Hope, then British Consul-General in Houston, persuaded the Houston region of the Sports Car Club of America and the Junior Chamber of Commerce to put on the first ever sports car road races in the city. The two-day meeting was organized with the full support of the British Automobile Manufacturers Association and the British Ambassador, Lord Harlech, gave a magnificent cup for the most outstanding performance by a British car.

The races were so successful that the Sports Car Club of America and Civic Officials decided that this event must become an annual one. For organizing the first Houston road races, Mr. Hope was named Outstanding Official of the Year by the Annual Racing Awards Committee of Houston. Astronaut, Commander Alan B. Sheppard, Jr., the first American to be launched into space, presented the award to Mr. Harry Lewty, Acting British Consul-General in Houston, who accepted it on behalf of Mr. Hope who had by then been transferred to New York as Minister, Alternate Delegate of the United Kingdom to the United Nations.

Plans are now well under way for the second two-day sports car races which are likely to be held in Houston late this summer. Officials of the Sports Car Club of America are busy selecting a suitable course for the road races and the project has the full support of the British Consulate-General and the British Benevolent Fund which is likely to participate in sponsorship. British sports cars are growing ever more popular in the Lone Star State and this has led to ever increasing interest in motor sport.

One of the avenues of clothing at the Salon International du Prêt-à-Porter Feminin, a 'joint venture' scheme organized by the British Fashion Export Group with financial support from the Board of Trade at the Porte de Versailles, Paris recently. Orders were taken by British firms from countries as far away as Kuwait and the Union of South Africa.

On the British stand at the opening of Svenska Mässan, the Swedish Trade Fair in Gothenburg on May 7: (left to right) Mr. Hammarström, Director of the Fair; Mr. Gunnar Sträng, Swedish Minister of Finance; Mr. Ian Mackenzie, HM Charge d'Affaires and Mr. R. W. Bailey, HM Consul-General. (*see page* 1209).

Overseas Trade and Exports

How broadcasting helps the export drive

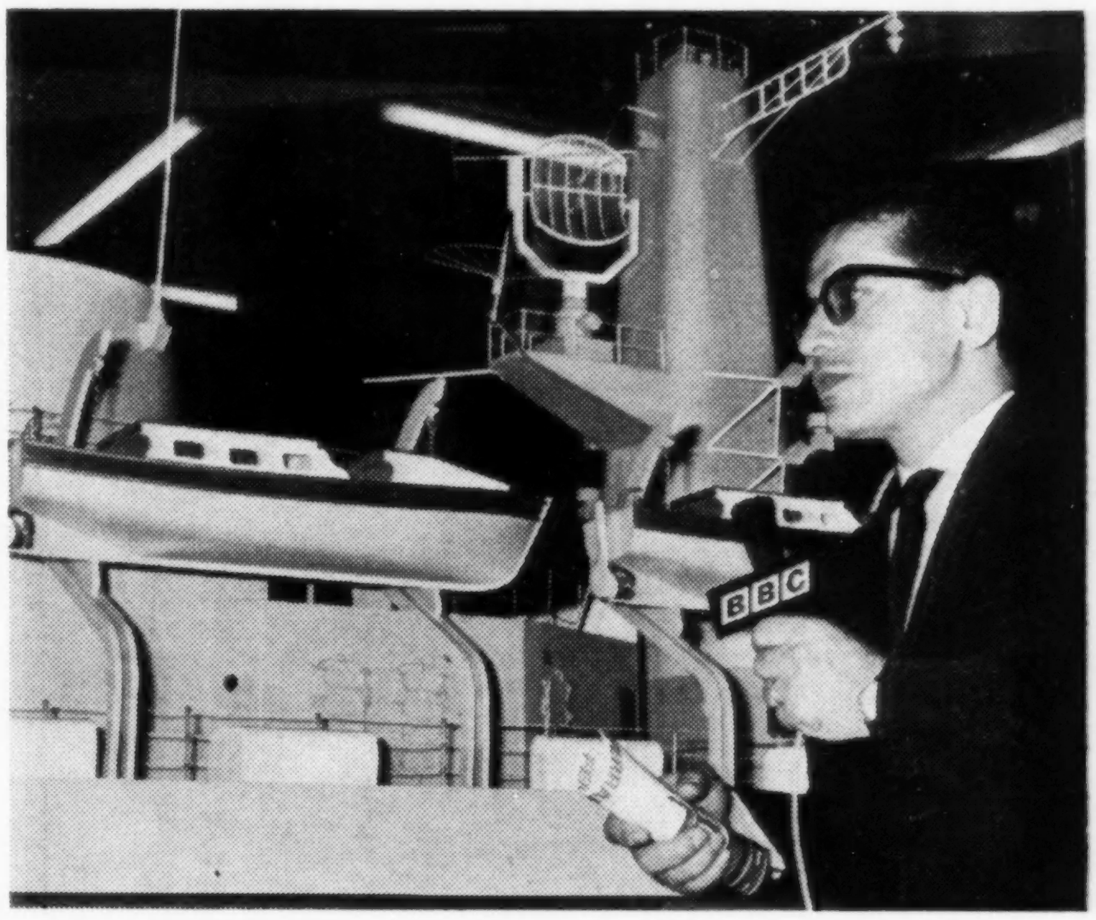
By E. TANGYE LEAN, Director of External Broadcasting, BBC

DURING THE next fortnight tens of thousands of British industrialists will receive a small leaflet with the message 'The World at Your Doorstep', explaining how the External Services of the BBC can help industry in the export drive. Let me admit that we have published this leaflet for reasons that are not entirely altruistic. We believe that our broadcasts, which go out to the world in English and 40 other languages, and amount to no less than some 90 hours each day of the year, are of great value to industry. But we also know that we need the co-operation of industry to make these broadcasts as effective and as relevant as possible.

The essential tasks of the External Services can be stated simply. We provide an unrivalled service of world news and news about this country, and in our programmes we reflect the rich variety of British life, institutions, problems and achievements. We have millions of listeners in all the continents, among them a very high proportion of politicians, civil servants, influential business and professional men, teachers and journalists. It matters very much what sort of a picture of Britain is created in the minds of those millions of listeners.

The External Services of the BBC try to avoid the pitfalls of overstressing the colourful past at the expense of the often less-spectacular present. But for most people throughout the world Britain is probably still epitomized by Big Ben, the Tower of London with its Beefeaters, and Shakespeare's Stratford. This is the picture which attracts tourists from far and wide and which inspires confidence in the stability of this country, where the present has deep roots in the past. But this is only a partial and misleading picture; it is also a picture unlikely to help Britain to sell the products of our modern industry.

We never neglect an opportunity of reminding our listeners that this country has pioneered most of the modern industrial techniques, that we have been, and still are, in the vanguard of technological progress. The trouble is that the past is well documented, the present hardly so.



Mansoor Fracyon of the BBC Persian Service comments on a display of radio communications at the International TV and Radio Show held in London.

At the Motor Show, Dan Zerdin and Elizabeth St. Johnston of the BBC European English Service discuss the merits of the new Austin Van den Plas Princess, with the Rolls-Royce engine.

Some firms keep us in the picture; they tell us of new products coming from their laboratories or workshops, and are not inhibited about informing us of their export successes. Other firms, probably because they do not know of our existence, seem to ignore us. This is a pity because it makes it more difficult for us to convey a full picture of modern Britain, and it deprives many exporters or would-be exporters of what may be to them valuable publicity abroad.

To illustrate this point, let me quote to you a recent example. A small engineering firm developed an effective device for making the noise of a pneumatic road drill less objectionable. They invited us to a demonstration, and we reported the invention in our broadcasts in English and half a dozen other languages. We have recently been told by the manufacturer that as a result of our broadcasts he has had 37 inquiries from Australia, New Zealand, Japan, France, Germany, Switzerland, Sweden, Belgium, Argentine, Bulgaria, Israel, Spain and Canada.

This is by no means an isolated or spectacular case. The External Services broadcast each year many hundreds of stories about individual new British products and processes mentioning, whenever relevant, the name of the product or manufacturer. Consequently, inquiries about the product usually go direct to the manufacturer or to the Commercial Department of the nearest British Embassy. In our postbag of nearly a quarter of a million letters from listeners each year there are hundreds of inquiries about British goods or processes, and these we pass on to the firms concerned.

We shall never know how much business results from our broadcasts, though we hear occasionally of quite useful transactions taking place. These are for us gratifying by-products of what is our main task – presenting Britain in true colours. And this, as I have explained, we can do fully only with the co-operation of industry.

Some typical inquiries from European and overseas countries

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,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
TORONTO	217 Bay Street	'STONGATE'
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arising out of BBC External Services' broadcasts on British industrial topics are shown below.

From Lusaka, Zambia

'We shall be obliged if you will pass on our inquiry in respect of the "Overcraft" collapsible caravan-chalet as discussed in your programme last Wednesday, April 21. This sounds an ideal caravan for this country, where some roads and bridges do not lend themselves to easy driving and towing. Details and, if possible, photographs, would be welcomed at the earliest opportunity.'

Spain

'As mining engineer I am very interested to have your talk "Improved Miner's Lamp" for publishing in our "Oviedo Technical Revue".'

Israel

'In your programme "New Ideas" we heard about a new "Plastic Damp Course" which has a "grain surface". We would like to hear more about the material and would appreciate if you could enable us to contact the manufacturer of the above-mentioned material.'

The manager of a General Tractor Agency in Canada

'I would appreciate, indeed, if you would pass my letter on to the manufacturers of Devcon, or let me know the name and address of the manufacturer. I am very interested in the sale of the above item in Canada.'

Vienna

'I should like to ask for the permission to publish in our Post Office journal the BBC talk "Computers for the GPO".'

A design engineer in Victoria, Australia

'In a recent "New Ideas" programme mention was made of fibreglass heating tapes. As this product would appear to have some application in our range of products, we would be grateful if you could furnish us with the name of the manufacturing company or forward our address directly to them.'

In short, the BBC need information about your new products, processes, inventions, export successes, contacts, exhibits abroad, your visits abroad, foreign sales campaigns and facilities to see your products, factories, laboratories.

Inquiries should be addressed to:

In London: The Topical Organizer, BBC, Bush House, Strand, London, W.C.2. (Tel. Covent Garden 3456, Ext. 2393).

Or in Scotland: BBC, Broadcasting House (for External Services), Queen Margaret Drive, Glasgow, W.2. (Tel. Glasgow Western 8844).

Wales: BBC, Broadcasting House (for External Services), Park Place, Cardiff. (Tel. Cardiff 26231).

Northern Ireland: BBC, Broadcasting House (for External Services), Ormeau Avenue, Belfast 2. (Tel. Belfast 27411).

North of England: BBC, Broadcasting House (for External Services), Piccadilly, Manchester 1. (Tel. Central 8444).

The Midlands: BBC, Broadcasting House (for External Services), 52, Carpenter Road, Edgbaston, Birmingham 15. (Tel. Edgbaston 4888.

The West Region: BBC, Broadcasting House (for External Services), Whiteladies Road, Clifton, Bristol. (Tel. Bristol 32211).

Note: Copies of the BBC leaflet can be obtained on request from: BBC External Services, Publicity Department, Bush House, London, W.C.2. (Tel. Covent Garden 3456, Ext. 2944).

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Israel

A SERIES of Exchanges of Notes, constituting agreements between HM Government and the Government of Israel, was signed in London on April 15. The agreements cover a number of financial and other matters arising from the termination of the British Mandate for Palestine. During the negotiations leading up to these agreements, there was also discussion about the release to British nationals of their property held by the Israel Custodian of Absentees' Property or in Israel banks. The Israeli Government agreed to review requests by British nationals for the release of such property, and persons interested should apply to the Under Secretary of State at HM Foreign Office.

Industrial Development Corporation for Iran

INITIAL STEPS have been taken for the establishment in Iran by the Iranian Oil Consortium of an Industrial Development Corporation with a capital of £2 million. The functions of this Corporation will be to encourage and develop productive enterprises in Iran in association with the Iranian private sector and with foreign private enterprise.

The Corporation hopes to contribute to the development of the Iranian economy by introducing management skills and industrial techniques in addition to risk capital in the form of participation in the equity capital of Iranian joint-stock companies.

The Industrial Development Corporation is to have its headquarters in Tehran, but Iranian Oil Services Limited in London has been asked to handle general overseas inquiries, particularly from interested firms in the United Kingdom. Inquiries should be directed to the company at its offices at 3 Finsbury Square, London, E.C.2 (Tel. Monarch 9811) and should be addressed to the general manager in the first instance.

Sweden and Poland

ACCORDING TO a communique issued by the Swedish Ministry of Foreign Affairs, a new trade agreement between Sweden and Poland for a three-year period 1965-1967 was signed in Stockholm on March 26.

Quota lists for 1965 provide for increased Swedish exports of iron ore, chemicals and pharmaceutical products, leather and footwear, paper and pulp, paper board, electrical resistance material, office machinery, grain and rape seed, while the quotas for the remaining items will be the same as those for 1964.

Similarly, higher quotas have been agreed for certain Polish exports to Sweden namely fuel oils, raw materials for the plastics industry, salt, gypsum, chemical and pharmaceutical products, leather, leather products and footwear, sawn hard woods, oak, parquet flooring, furniture, textiles, zinc and zinc alloys, aluminium and copper, machinery, toys and lightweight motor cycles.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2304).

Tunisia and Rumania

THE TUNISIAN *Journal Officiel* of April 27 announced the renewal, for a further year from May 1, 1965, of the trade agreement of 1964 between Tunisia and Rumania.

Tunisian exports to Rumania will include fish meal, citrus fruits, fresh and canned fish, hides, iron ore, olives and cotton yarn while Rumanian exports to Tunisia in return include machine and other tools, agricultural machinery and excavators, chemical and pharmaceutical products, textiles, timber, cast iron piping and bicycles.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Turkey

THE TUNISIAN *Journal Officiel* of April 27, announced the renewal for a further year from May 1, of the trade agreement of 1958 between Tunisia and Turkey. Quotas under the agreement remain unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Portugal and the Republic of South Africa

THE REPUBLIC of South Africa Treaty Series No. 8/1964 publishes the text of an Economic Agreement between the Republic of South Africa and Portugal which was signed on October 13, 1964, in Lisbon.

The full text of this Agreement may be seen at the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

Hints to businessmen visiting Liberia

A REVISED edition of the booklet on Liberia has been published in the series of 'Hints to Business Men.'

British businessmen who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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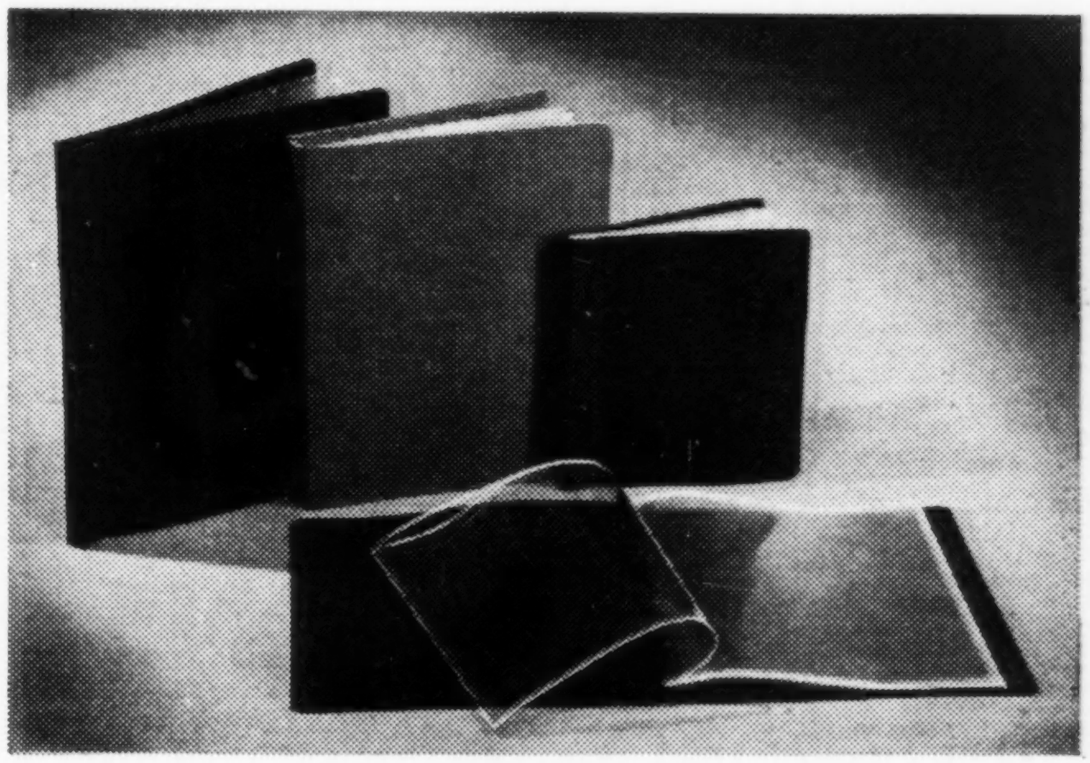

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

(97/65) Lightning Arresters for Cairns Regional Electricity Board. (Further Information.) Tender documents now available. E.S.B. 15988/65.*

(96/65) Power Station Reactors for Electricity Commission of New South Wales. July 12. E.S.B. 17514/65.*

(100/65) Transformers for Wide-Bay-Burnett Regional Electricity Board. June 18. E.S.B. 18188/65.

(99/65) Spanners for Postmaster-General's Department. July 8. E.S.B. 18167/65.*

BAHAMAS

(100/65) Breakwater Construction for Nassau Harbour. (Advance Information.) Closing date probably towards end of July, 1965. E.S.B. 18189/65.

BURMA

(99/65) Fork-lift Trucks; Low Loader for Agricultural and Rural Development Corporation. Closing date not known. Tender documents now available. E.S.B. 17877/65.

(97/65) Rolling Stock for Burma Railways. July 15. E.S.B. 17579/65.

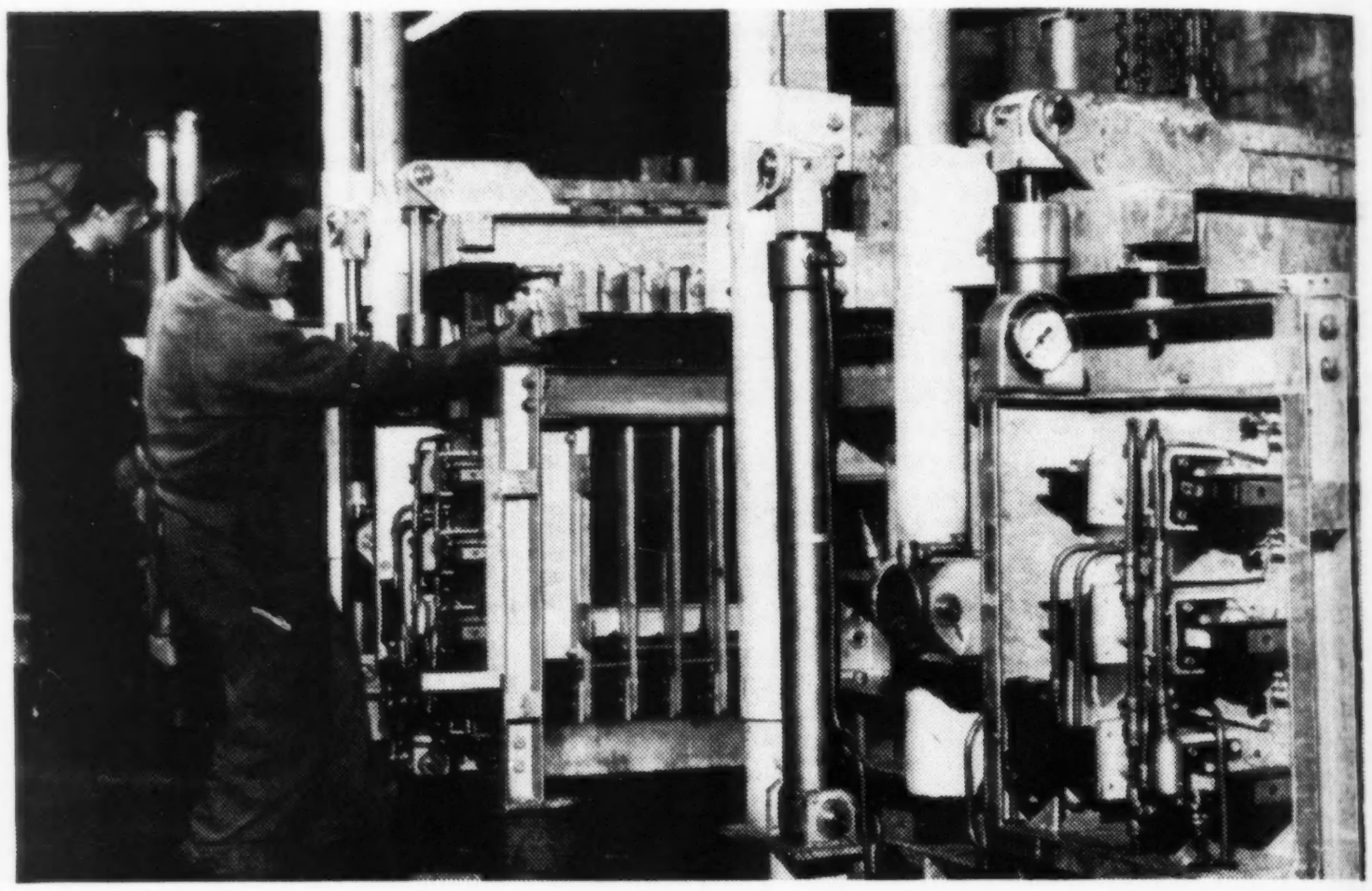
People's Stores Corporation:

(101/65) Dumper Trucks. June 25. E.S.B. 18470/65.*

(97/65) Fire Bricks; Boiler Accessories. June 30. E.S.B. 17580/65.*

Electrical Stores Corporation:

(97/65) Condensers. June 15. E.S.B. 17575/65.*



Engineers in a section of the production plant at Jackstone Froster Ltd., Grimsby, assembling vertical plate, top discharge, quick-freezing machines for export to Canada, Spain and Germany. Many of the machines produced by Jackstone, a subsidiary of Ross Group, are used for quick-freezing fish at sea on trawlers. Most of the company's production is exported and in the first quarter of the current financial year 86 per cent went to overseas customers.

(97/65) Electrical Equipment. June 15. E.S.B. 17583/65.*

(98/65) Language Laboratory Equipment. June 16. E.S.B. 17582/65.*

(98/65) Electrical Equipment. June 16. E.S.B. 17804/65.*

(97/65) Measuring and Testing Instruments. June 15. E.S.B. 17577/65.*

CEYLON

(99/65) Steel Rounds and Flats for Government Stores Department. (Further Information.) Tender documents now available. E.S.B. 15144/65.*

(98/65) X-ray Equipment for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 14877/65.

COLOMBIA

(97/65) Constructional Work for Empresas Publicas de Medellin. August 30. E.S.B. 17543/65.*

COSTA RICA

(100/65) Barrels for El Consejo Nacional de Produccion. July 8. E.S.B. 18439/65.*

(101/65) Chemicals for Consejo Nacional de Produccion, San Jose. June 11. E.S.B. 18450/65*

Instituto Costarricense de Electricidad:

(100/65) Cable. June 22. E.S.B. 18440/65.*

(100/65) Expansion Nuts. June 23. E.S.B. 18437/65.*

CYPRUS

Ministry of Health:

(100/65) Chemicals. June 12. E.S.B. 17881/65.*

(100/65) Pharmaceuticals. June 12. E.S.B. 18174/65.*

EGYPT

(101/65) Processing and Canning Plants for The General Organization for Industrialization. (Further Information.) Closing date postponed to October 30. E.S.B. 18338/64.*

Egyptian Railways:

(98/65) Steel Clips. June 14. Tender documents now available. E.S.B. 17808/65.

(98/65) Carbide Tools. June 9. E.S.B. 17809/65.

FORMOSA

Central Trust of China:

(100/65) Boiler Tubes. June 14. E.S.B. 18199/65.*

(100/65) Insulator and Seal. June 14. E.S.B. 18198/65.*

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'The Patent Office Library was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (R. S. Hutton. *Recollections of a technologist*, 1964).

The author is referring to the early 1900's, but this national public reference library continues to attract increasing numbers of information scientists, research workers, patent agents, and consultants. 122,000 came in 1964. Without formality your staff can have personal access to 10 miles of current scientific and technical literature, including 9,000 series of up-to-date periodicals and many books and patent specifications. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

(100/65) **Paint.** June 18. E.S.B. 18197/65.*
(100/65) **Bogie Trucks.** June 12. E.S.B. 18187/65.*
(100/65) **Electrical Testing Equipment.** June 18. E.S.B. 18405/65.*
(101/65) **Fork-lift Trucks.** June 15. E.S.B. 18408/65.*
(101/65) **Telemetering Equipment.** June 19. E.S.B. 18426/65.*
(101/65) **Wagon Shunter.** June 19. E.S.B. 18427/65.*
(101/65) **Oil Purifier.** June 19. E.S.B. 18428/65.*
(101/65) **Pipes and Specials.** June 15. E.S.B. 18429/65.*
(101/65) **Steel Rail.** June 17. E.S.B. 18430/65.*
(100/65) **Pile Hammer.** June 22. E.S.B. 18196/65.*
(100/65) **Machine Tools.** June 19. E.S.B. 18406/65.*
(100/65) **Pipeline Pig Locator.** June 16. E.S.B. 18186/65.*
(100/65) **Valves.** (Further Information.) Closing date is now June 11. E.S.B. 37113/64.*
(100/65) **Water Flow Meter.** June 18. E.S.B. 18411/65.*
(100/65) **Hot Line Tool Set.** June 14. E.S.B. 18200/65.*
(100/65) **Hydraulic Truck Crane.** June 17. E.S.B. 18195/65.*
(100/65) **Steel Tubing and Fittings.** June 16. E.S.B. 18410/65.*
(100/65) **Line Hose.** June 17. E.S.B. 17871/65.*
(100/65) **Microwave Links.** (Repeat of tender with amendments to specification.) Closing date now June 16. E.S.B. 34781/64.*
(100/65) **Leather Machinery.** (Repeat of tender.) Closing date now June 19. E.S.B. 37112/64.*
(100/65) **Laboratory Equipment.** June 19. E.S.B. 18404/65.*
(100/65) **Drilling Equipment.** June 17. E.S.B. 18415/65.*
(101/65) **Welding Rods.** (Further Information.) Closing date postponed to June 14. E.S.B. 8899/65.*
(101/65) **Chemicals.** (Further Information.) Closing date postponed to June 14. E.S.B. 15434/65.*
(101/65) **Vehicle.** (Further Information.) Closing date postponed to June 16. E.S.B. 16108/65.*
(100/65) **Metals and Battery Parts.** (Further Information.) Closing date is now June 11. E.S.B. 14177/65.*
(100/65) **Surveying Equipment; Calculating Machines.** June 17. E.S.B. 17870/65.*
(100/65) **Pumps.** June 14. E.S.B. 18414/65.*
(100/65) **Air Hoists.** June 17. E.S.B. 18413/65.*
(100/65) **Bearings.** June 14. E.S.B. 18409/65.*
(100/65) **Drilling Equipment.** June 14. E.S.B. 18412/65.*
(97/65) **Vehicle.** June 9. E.S.B. 17555/65.*

FRANCE

(98/65) **Beds** for Headquarters, SHAPE, Paris. June 22. E.S.B. 17821/65.*

GREECE

Ministry of Trade:
(99/65) **Coin-operated Machines.** June 21. E.S.B. 17857/65.*
(99/65) **Printing Machines.** June 18. E.S.B. 17856/65.*
(99/65) **Clocks.** June 9. E.S.B. 17862/65.*
(99/65) **Typewriters.** June 19. E.S.B. 17858/65.*

INDIA

(98/65) **Civil Engineering Work** for Mysore Iron and Steel Ltd. June 14. E.S.B. 17590/65.
(98/65) **Cranes** for Nagarjunasagar Dam. (Further Information.) Closing date postponed to July 15. E.S.B. 14463/65.
(98/65) **Generating Sets** for Rajasthan State Electricity Board. (Further Information.) Closing date postponed to June 11. E.S.B. 7303/65.*
(98/65) **Hydro Electric Project** for Koyna District Satara, Maharashtra State. (Advance Information.) Closing date not known. E.S.B. 14892/65.
(98/65) **Lathe** for National Coal Development Corporation Ltd. June 9. E.S.B. 17599/65.*
(99/65) **Power Equipment** for U.P. State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 16419/65.*
(98/65) **Tube-making Plant** for Posts and Telegraphs Department. June 15. E.S.B. 17807/65.
(98/65) **Water Treatment Plant** for Stores Purchase Committee, Bangalore. June 10. E.S.B. 17592/65.
(98/65) **Wire** for Indian Telephone Industries Ltd. June 14. E.S.B. 17587/65.
Singareni Collieries Co. Ltd.:
(98/65) **Switchgear.** June 11. E.S.B. 17588/65.*
(98/65) **Switchgear.** June 11. E.S.B. 17589/65.*
Andhra Pradesh State Electricity Board:
(98/65) **Switchgear.** June 10. E.S.B. 17801/65.
(99/65) **Transformers.** June 11. E.S.B. 17802/65.
India Supply Mission:
(98/65) **Aerial Cable.** June 10. E.S.B. 17806/65.
(101/65) **Spring Steel.** (Correction.) E.S.B. 15677/65.
(98/65) **Propellant Nitrocellulose.** June 10. E.S.B. 17803/65.
Directorate General Supplies and Disposals:
(99/65) **Machine Tools.** June 22. E.S.B. 17860/65.*
(99/65) **Lathe.** July 1. E.S.B. 17851/65.
Beas Purchase Organization:
(101/65) **Tractor and Trailer.** (Further Information.) Tender documents now available. E.S.B. 16142/65.*
(101/65) **Electric Locomotive.** July 21. E.S.B. 18431/65.*
(99/65) **Semi-Trailers.** July 21. E.S.B. 17820/65.
(101/65) **Steel Bars.** June 10. E.S.B. 18434/65.*
(99/65) **Semi-Trailers.** July 19. E.S.B. 17819/65.
(99/65) **Fork-lift Trucks.** July 21. E.S.B. 17843/65.
(99/65) **Fans.** July 19. E.S.B. 17844/65.
(99/65) **Hoists.** June 21. E.S.B. 17853/65.
(99/65) **Battery Charging Sets.** July 14. E.S.B. 17854/65
(99/65) **Fans.** July 19. E.S.B. 17852/65.

IRAN

(99/65) **Construction of Roads** for Ministry of Roads. June 19. E.S.B. 17892/65.
(100/65) **Road Construction Project** for Ministry of Housing and Rehabilitation. (Pre-qualification.) E.S.B. 18168/65.

IRAQ

(99/65) **Cotton Textile Factory** for Ministry of Industry. (Further Information.) Closing date postponed to June 15. E.S.B. 13547/65.
(98/65) **Sewerage Project** for Sewerage Board. Closing date postponed to July 8. E.S.B. 37146/64.
(99/65) **Sulphate of Alumina** for Ministry of Municipal and Rural Affairs. June 28. E.S.B. 18131/65.*
(99/65) **Tools** for Administration of Distribution of Oil Products. June 20. E.S.B. 17893/65.
Ministry of Defence:
(99/65) **Helmets.** June 20. E.S.B. 15924/65.*
(99/65) **Safes.** June 22. E.S.B. 17069/65.*
(99/65) **Printing Machinery and Equipment.** June 29. E.S.B. 17068/65.*
(99/65) **Rectifier Maintenance Parts.** June 26. E.S.B. 17894/65.*
(99/65) **Electron Tube Spare Parts.** June 29. E.S.B. 17895/65.*
(99/65) **Multimeter Spare Parts.** July 3. E.S.B. 17896/65.*
(99/65) **Electrical Equipment.** July 6. E.S.B. 17897/65.*
(99/65) **Canvas.** June 29. E.S.B. 18128/65.*
(99/65) **Paint, Varnish, etc.** July 6. E.S.B. 17899/65.
(99/65) **Polishes.** July 3. E.S.B. 17898/65.*

IRISH REPUBLIC

(100/65) **Filtration Plant** for Donegal County Council. July 16. E.S.B. 18184/65.
(98/65) **Water Supply Scheme** for Ardfinnan Regional Water Supply Scheme. June 17. E.S.B. 17847/65.
(98/65) **Water Treatment Plant** for Tipperary (South Riding) County Council. July 1. E.S.B. 17846/65.

KOREA

(99/65) **Miscellaneous Equipment** for Government of Korea. June 11. E.S.B. 17876/65.*
Office of Supply:
(97/65) **Electrical Equipment.** June 16. E.S.B. 17546/65.*
(97/65) **Electrical Equipment.** June 18. E.S.B. 17547/65.*

KUWAIT

(99/65) **Distillation Plant** for Ministry of Electricity and Water. July 7. E.S.B. 17400/65.*

LIBYA

(98/65) **Hospital Works and Equipment** for the Municipality of Benghazi. June 15. E.S.B. 17570/65.

MALAWI

(99/65) **Surgical Dressings** for Government Medical Stores. June 11. E.S.B. 17832/65.*

MALAYSIA

Public Works Department, Singapore:
(100/65) **Crane.** June 25. E.S.B. 18170/65.
(100/65) **Sludge Tanks and Water Tower.** June 18. E.S.B. 18171/65.

MEXICO

(97/65) **Bridges** for Secretaria de Obras Publicas. June 25. E.S.B. 17585/65.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(99/65) **Steel Wire Rope.** June 15. E.S.B. 17889/65.
(99/65) **Tyres and Tubes.** June 14. E.S.B. 17888/65.

NETHERLANDS

Directorate of Waterways:
(97/65) **Construction Project.** June 9. E.S.B. 17536/65.
(97/65) **Constructional Project.** June 22. E.S.B. 17541/65.

NEW ZEALAND

(96/65) **Coach Screws** for General Post Office. June 15. E.S.B. 17377/65.*
(101/65) **Permanent Way Track Structure** for New Zealand Railways. June 14. E.S.B. 18447/65.*

PAKISTAN

(96/65) **Copper Wire Rods** for Pakistan Telegraph and Telephone Department. June 10. E.S.B. 17359/65.

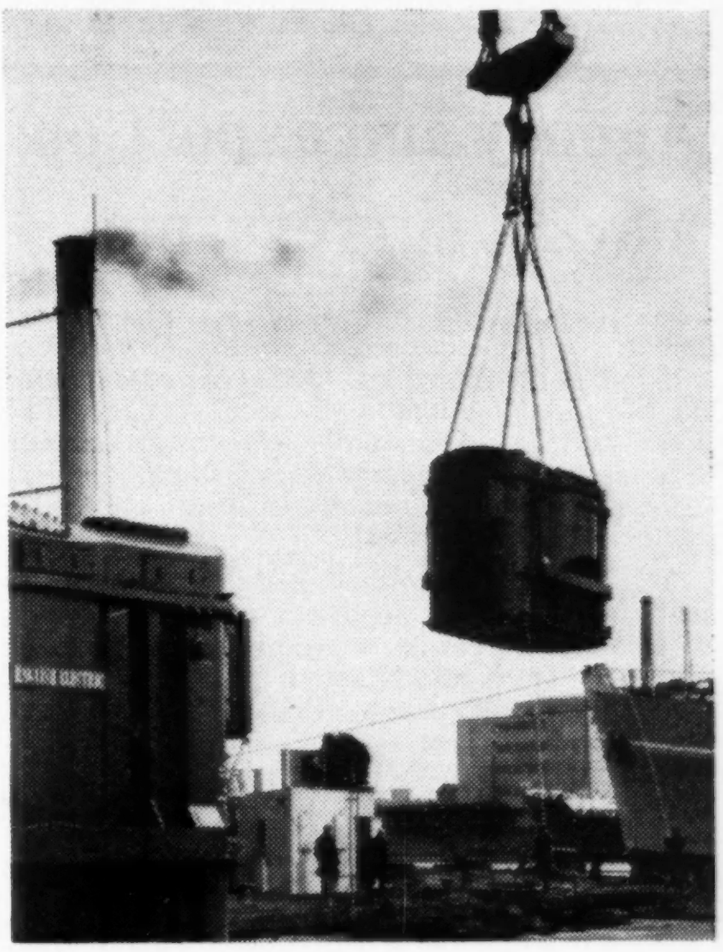
RHODESIA

Government Tender Board:
(98/65) **Cloth.** June 10. E.S.B. 17822/65.*
(98/65) **Tableware.** June 10. E.S.B. 17823/65.*
(98/65) **Glassware.** June 10. E.S.B. 17824/65.*

SOUTH AFRICA

(100/65) **Glass Banding Tape** for South African Railways. June 11. E.S.B. 18191/65.*
Cape Provincial Administration:
(101/65) **Footwear.** June 11. E.S.B. 18424/65.*
(101/65) **Hardware; Hand Tools.** June 18. E.S.B. 18425/65.*
State Tender Board:
(99/65) **Laboratory Equipment.** June 9. E.S.B. 18142/65.*
(99/65) **Drills.** June 9. E.S.B. 18136/65.*
(100/65) **Plate Roller; Press; Hand-lift Trucks.** June 9. E.S.B. 18157/65.*
(100/65) **Microscopes.** June 14. E.S.B. 18149/65.*
(100/65) **Loudspeaker Equipment.** June 10. E.S.B. 18156/65.*
(100/65) **Electric cable.** June 14. E.S.B. 18159/65.*
(100/65) **Transformers.** June 11. E.S.B. 18158/65.*

(Continued on next page)



Manufactured at Stafford by the Transformer Division of The English Electric Company Ltd., for the Quebec Hydro-electric Commission, the first of three 133 MVA single-phase transformers which will form a 400 MVA bank is seen being on-loaded at Birkenhead.

Combined certificate of origin and invoice forms

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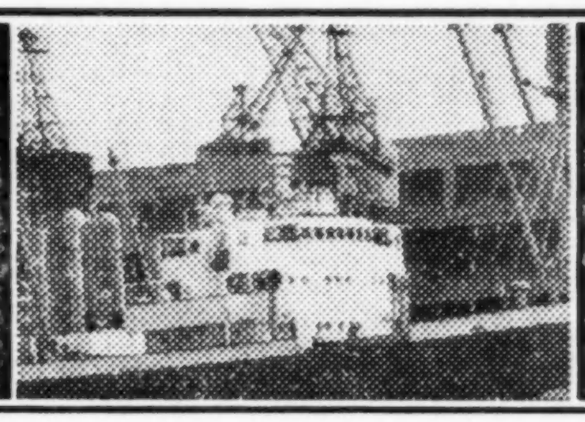

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Telephone Chancery 6855

(100/65) Boring Tools. June 10. E.S.B. 18147/65.*
(100/65) Switchyards. June 24. E.S.B. 18148/65.*
(99/65) Syringes and Medicines. June 9. E.S.B. 18141/65.*

SPAIN

(96/65) Construction and Repair Works for Ministerio de Obras Publicas. June 9 and June 19. E.S.B. 16449/65.

SUDAN

(98/65) Pipes and Specials for Central Electricity and Water Administration. June 10. E.S.B. 17837/65.*
(99/65) Steel Fencing and Gates for Sudan Railways. June 15. E.S.B. 17836/65.*

TANZANIA

(99/65) Capes for Central Tender Board. June 24. E.S.B. 17885/65.

THAILAND

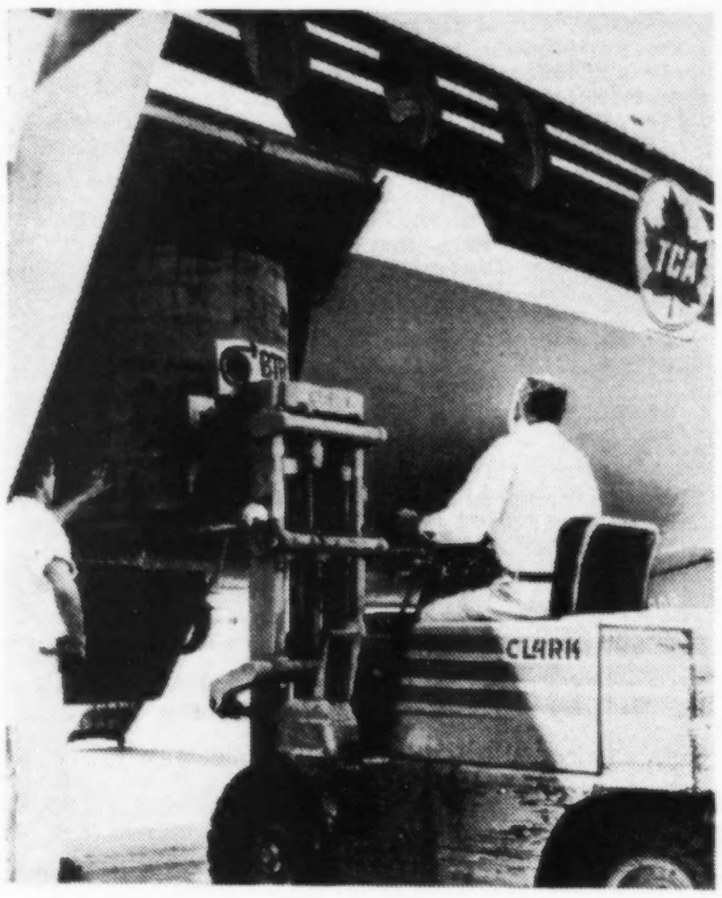
(101/65) Control Board for Metropolitan Electricity Authority. June 14. E.S.B. 17900/65/D.L.F.
(99/65) Terminal Boxes for Telephone Organization. June 14. E.S.B. 18111/65.
(99/65) Trucks for the Lignite Authority. June 28. B.S.B. 18107/65.*
(100/65) Workshop Equipment for Royal Irrigation Department. Tender documents now available. E.S.B. 16152/65.*

TURKEY

(96/65) Roller Chains and Spares for Ministry of Agriculture. June 10. E.S.B. 17534/65.*
Turkish Maritime Bank:
(96/65) Hoses. June 14. E.S.B. 17533/65.*
(96/65) Testing Machine. June 10. E.S.B. 17396/65.*
(96/65) Voltmeters. June 16. E.S.B. 17532/65.*

UNITED STATES OF AMERICA

(101/65) Switches and Fuses for Bureau of Reclamation. June 9. E.S.B. 18451/65.
(100/65) Turbines for United States Army Corps of Engineers. June 16. E.S.B. 18182/65.*
(101/65) Valves and Appurtenances for Sacramento Municipal Utility District. June 21. E.S.B. 18422/65.*



In response to an urgent order from Jervis B. Webb of Canada Limited, a 246 feet length of conveyor belting was made by BTR Industries Ltd., and delivered by air to Canada, within seven days. The belt, 42 inches in width, is of Consort Quality, part of the of BTR belting range with an advanced specification renowned throughout the world in all industries where high performance and reliability are first considerations. This picture shows the 1-ton roll being unloaded at Toronto International Airport.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(100/65) Agency inquiry for travelling rugs. E.S.B. 17787/65.
(99/65) Agency inquiry for polishers; vacuum cleaners. E.S.B. 17706/65.
(98/65) Agency inquiry for hickory handles. E.S.B. 17468/65.
(97/65) Inquiry for chain-making equipment. E.S.B. 17371/64.
(97/65) Inquiry for commercial vehicle ancillary products. E.S.B. 17131/65.
(97/65) Inquiry for industrial plant and equipment; raw materials. E.S.B. 16734/65.
(97/65) Inquiry for display material; drafting, drawing office equipment; artists' and students' school equipment; office stationery; signwriters' and ticket writers' equipment; surveying and plan reading equipment. E.S.B. 16767/65.
(99/65) Inquiry for floor coverings. E.S.B. 17735/65.
(100/65) Inquiry for electric furnace. E.S.B. 18265/65.
(100/65) Inquiry for compressors; vegetable oil extractors. E.S.B. 16701/65.

Austria
(98/65) Market report on packaging machinery. E.S.B. 39975/63.

Belgium
(96/65) Market report on wooden office furniture. E.S.B. 12983/65.

British Honduras
(97/65) Agency inquiry for toilet paper. E.S.B. 17625/65.

Canada
(96/65) Inquiry for electrical equipment. E.S.B. 17204/65.
(97/65) Inquiry for food items; smallware items. E.S.B. 17455/65.
(97/65) Inquiry for rubber sheets. E.S.B. 16219/65.
(100/65) Inquiry for slide calipers. E.S.B. 16835/65.
(100/65) Inquiry for physiotherapy equipment. E.S.B. 17298/65.

Colombia
(97/65) Paraffin wax production – further information. E.S.B. 35100/64.

Costa Rica
(99/65) Collaboration – bridge and road construction. E.S.B. 17781/65.

Cyprus
(99/65) Agency inquiry for lollypops. E.S.B. 17940/65.
(99/65) Agency inquiry for custard powder; jellies; table salt; tea. E.S.B. 17754/65.
(101/65) Agency inquiry for toys. E.S.B. 18100/65.

Denmark
(100/65) Inquiry for marine toilets. E.S.B. 17759/65.

East Germany/Austria
(98/65) Trade Agreement. C.R.E. 7564/G.

Finland
(100/65) Agency inquiry for bottles. E.S.B. 18241/65.
(97/65) Inquiry for knitted cotton fabric. E.S.B. 17223/65.
(98/65) Inquiry for upholstery material. E.S.B. 17111/65.

France
(100/65) Agency inquiry for domestic appliances, china, glassware and porcelain. E.S.B. 17946/65.
(100/65) Agency inquiry for catering equipment; foodstuffs; sports and tourist articles; whisky. E.S.B. 18053/65.
(100/65) Agency inquiry for woollen and worsted fabrics. E.S.B. 18014/65.
(100/65) Agency inquiry for lifting equipment; mechanical handling equipment; pneumatic equipment; trolleys. E.S.B. 17904/65.
(100/65) Agency inquiry for decorations for Christmas trees; rubber products. E.S.B. 17612/65.
(101/65) Agency inquiry for floor coverings of all types. E.S.B. 17953/65.
(97/65) Inquiry for detectors. E.S.B. 17438/65.
(100/65)) Inquiry for foodstuffs. E.S.B. 17629/65.
(100/65) Inquiry for fresh meat. E.S.B. 18232/65.
(100/65) Inquiry for art reproductions; porcelain statuettes. E.S.B. 4762/65.

Germany, Federal Republic of
(100/65) Agency inquiry for gin. E.S.B. 17932/65.
(97/65) Agency inquiry for raw materials for the foodstuffs industry. E.S.B. 17109/65.
(98/65) Agency inquiry for tubular steel products. E.S.B. 17297/65.
(97/65) Agency inquiry for shoe machinery. E.S.B. 16339/65.
(97/65) Agency inquiry for carpets; wall draperies; wallpaper. E.S.B. 16827/65.
(96/65) Agency inquiry for digital recorders; measuring and control instruments. E.S.B. 16974/65.
(97/65) Agency inquiry for jersey fabrics. E.S.B. 16975/65.
(101/65) Inquiry for polishing rings. E.S.B. 18264/65.
(97/65) Inquiry for mould construction equipment. E.S.B. 16487/65.
(97/65) Inquiry for textile raw materials. E.S.B. 16931/65.
(97/65) Inquiry for laboratory and medical equipment catalogues. E.S.B. 17284/65.
(98/65) Inquiry for induction furnace. E.S.B. 14586/65.
(100/65) Inquiry for lace, tulle and embroidery. E.S.B. 17907/65.
(96/65) Import duty exemption for prefabricated houses. E.S.B. 4364/64.

Ghana
(96/65) Inquiry for lithographic machines; paper conversion machinery; printing papers. E.S.B. 17181/65.

Honduras, Republic of
(98/65) Agency inquiry for record players. E.S.B. 17288/65.

Iraq
(100/65) Inquiry for dyed cotton yarn. E.S.B. 17732/65.

Irish Republic
(98/65) Agency inquiry for central heating installations. E.S.B. 17207/65.
(98/65) Inquiry for car accessories and supplies. E.S.B. 17624/65.

Israel
(97/65) Agency inquiry for industrial chemicals. E.S.B. 9182/65.
(100/65) Inquiry for chemical instruments and supplies; floating floors; ultrasonic cleaners. E.S.B. 17266/65.

Italy
(98/65) Agency inquiry for office equipment and machinery. E.S.B. 4619/65.
(98/65) Agency inquiry for shipbuilding machinery and supplies. E.S.B. 17657/65.
(97/65) Agency inquiry for men's clothing; textiles. E.S.B. 16940/65.
(97/65) Agency inquiry for ultra flexible belting. E.S.B. 17195/65.
(97/65) Inquiry for textiles. E.S.B. 16586/65.
(96/65) Inquiry for laminated machinery. E.S.B. 16676/65.
(98/65) Inquiry for beer; fixtures and fittings for pleasure craft; spirits. E.S.B. 17272/65.

Italy/Norway
(96/65) Trade Agreement. C.R.E. 4668/G.

Jamaica
(100/65) Agency inquiry for confectionery. E.S.B. 17786/65.
(101/65) Inquiry for plumbers' brass foundry. E.S.B. 18033/65.

Japan
(98/65) Agency inquiry for women's leather wear. E.S.B. 17129/65.
(100/65) Inquiry for industrial sewing machines; packing machines. E.S.B. 17959/65.
(100/65) Inquiry for machine tools; welding machinery. E.S.B. 17947/65.
(100/65) Inquiry for refuse disposal equipment. E.S.B. 18024/65.
(101/65) Inquiry for filling and weighing machinery; packaging machinery; waste water treatment. E.S.B. 18026/65.
(100/65) Inquiry for newspaper wrapping and tying machine; printing machinery. E.S.B. 17990/65.
(101/65) Inquiry for furniture making machinery. E.S.B. 18025/65.

Kenya
(99/65) Inquiry for cleaning rags and cotton waste. E.S.B. 16842/65.

Lebanon
(96/65) Inquiry for air-conditioning plant; conveyor systems; generating equipment; radio call systems; speedboats. E.S.B. 16821/65.

Malta/West Germany
(98/65) Trade Agreement. C.R.E. 7003/G.

Mauritius
(100/65) Agency inquiry for Irish linen products; tableware; woollen garments. E.S.B. 17767/65.

Netherlands
(100/65) Manufacture under licence in Britain – caravans. E.S.B. 17776/65.

New Zealand
(100/65) Agency inquiry for electronic equipment. E.S.B. 18013/65.
(100/65) Inquiry for packaging machinery; vee belting; woodworking machinery. E.S.B. 17799/65.
(100/65) Inquiry for ancillary lines for mining, saw milling and quarrying industries; band mills; saw mill log carriages. E.S.B. 18083/65.

North America
(98/65) Visits of buyers. E.S.B. 1551/65.

Pakistan
(97/65) Inquiry for laundry equipment. E.S.B. 16006/65.

Portugal
(101/65) Agency inquiry for electro-domestic equipment; household and household novelty articles. E.S.B. 11911/65.
(99/65) Inquiry for electronic equipment; metal sheets. E.S.B. 17271/65.

(98/65) Manufacture under licence – space heaters and burner units. E.S.B. 17397/65.

Rhodesia
(99/65) Agency inquiry for toys. E.S.B. 1966/65.

Saudi Arabia
(97/65) Collaboration – factory for the production of paints and varnishes. E.S.B. 17165/65.

South Africa
(99/65) Agency inquiry for canned fruits. E.S.B. 17901/65.
(97/65) Agency inquiry for curtainings; furnishing; worsteds. E.S.B. 17406/65.

Spain
(97/65) Agency inquiry for air-conditioning and space heating equipment; level and flow meters; measuring instruments. E.S.B. 17256/65.

Sudan
(100/65) Agency inquiry for piece-goods; pins; trays. E.S.B. 17975/65.
(100/65) Inquiry for book-binding machinery; guillotines; printing presses. E.S.B. 17778/65.

Sweden
(98/65) Agency inquiry for laminated foamback fabrics. E.S.B. 17477/65.
(98/65) Inquiry for cloths. E.S.B. 17613/65.
(98/65) Inquiry for carpet. E.S.B. 17193/65.

Switzerland
(97/65) Agency inquiry for worcester sauce. E.S.B. 17621/65.
(98/65) Agency inquiry for chamois leathers. E.S.B. 17494/65.
(100/65) Agency inquiry for cheddar cheese. E.S.B. 17708/65.
(98/65) Inquiry for soap powder. E.S.B. 17610/65.

Syrian Arab Republic
(97/65) Inquiry for food production equipment. E.S.B. 17241/65.

Thailand
(96/65) Inquiry in respect of glass-making factory. E.S.B. 17225/65.
(99/65) Inquiry for alcoholic essences; bottle-washing machinery; copper and brass ingots; electrical fitments; metal melting furnace; vats; wire making, drawing and annealing plant. E.S.B. 17684/65.

Uganda
(97/65) Inquiry for pipes and fittings. E.S.B. 17642/65.

United States of America
(99/65) Inquiry for electric motors. E.S.B. 17423/65.
(100/65) Inquiry for coats of arms. E.S.B. 17774/65.
(100/65) Inquiry for digital and analogue instrumentation items. E.S.B. 9532/65.
(96/65) Inquiry for wooden furniture and accessories. E.S.B. 16971/65.
(97/65) Inquiry for marmalade. E.S.B. 16910/65.

Uruguay
(96/65) Inquiry for generating sets; tube finning machinery. E.S.B. 15268/65.

Zambia
(99/65) Agency inquiry for pumps. E.S.B. 17913/65.

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Marine machinery exports

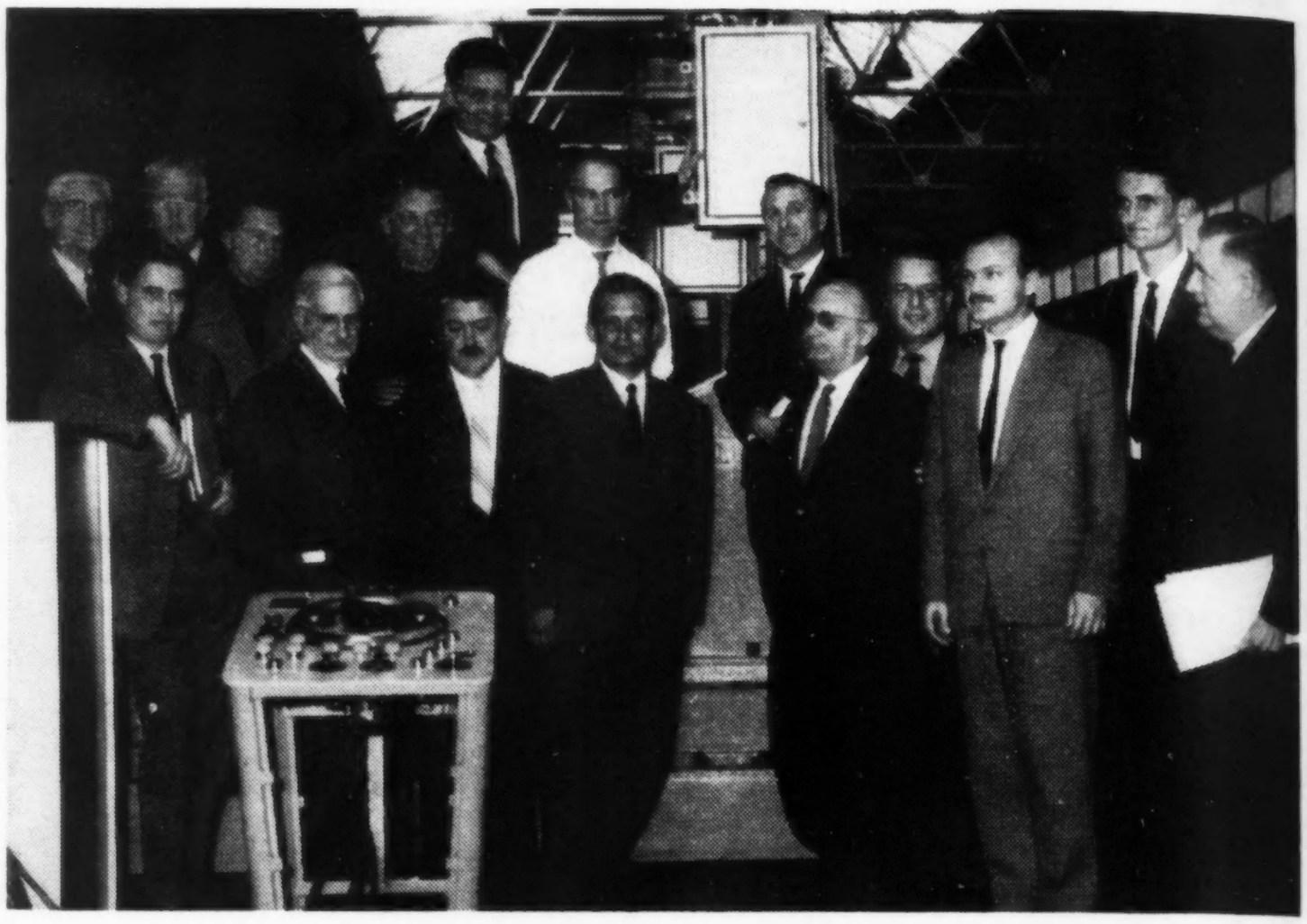
Orders, with a total value of approximately £100,000, for marine machinery have been reported by Lister Blackstone Marine Ltd., Dursley, Gloucestershire. The orders include: five marine main engines each of 495 b.h.p. for fishing craft building in Peru for the fish meal industry; three main engines each of 495 b.h.p. for fishing trawlers building in Venezuela, also some 56 smaller propulsion engines ranging from 10 to 90 h.p. for inshore fishing craft; 20 Lister marine propulsion engines ranging from 12 to 70 h.p. for installation in fishing craft and on river transport in Colombia; 21 engines ranging from 20 to 72 h.p. plus a further six for the Punta Arenas area of Chile.

Spanish company orders steel fabrication plant

Boulton and Paul Ltd. of Norwich have received their first order for semi-automatic structural steel fabricating plant from Spain. The customer is TRAMESA – Transformaciones Metalicas S.A. of Puerto de Sagunto, Valencia. The plant to be supplied is worth about £70,000. It is basically the same as those which have been supplied by Boulton and Paul to other structural steel fabricators throughout the industrialized world.

Boulton and Paul are also engaged on orders for saw installations for Etablts, Soudre-Hayman of Aubervilliers, near Paris, delivery of which is to be completed in June this year.

A section of the busy Rank Xerox stand at the recent Hanover Fair. The new Rank Xerox 813 *office copier, getting its first Hanover showing this year, attracted a lot of interest. In total, Rank Xerox GmbH (the Rank Xerox marketing company in Germany) obtained no fewer than* 1,000 *sales leads for the range of xerographic copiers, as well as clinching a number of rental contracts on the spot.*



Arranged by the Institute of Wood at Zagreb, a delegation of eleven expert sawmilling engineers from Yugoslavia have paid a special visit to this country to inspect the latest type of machinery manufactured by Stenner of Tiverton Ltd., including the largest model of a mechanized log bandmill produced by Stenners. This is capable of taking a log 6 *ft. in diameter and over* 20 *ft. in length.*

£450,000 clutchless buses for Africa

A £450,000 order for Leyland Group buses has been placed by United Transport Overseas Ltd., the London-based firm of transporters and holding company for many bus companies, for supply to East, Central and South Africa.

Apart from eight Leyland Worldmasters destined for East Africa, the buses – 163 in all – are Clydesdale passenger models from the Scottish works of Albion Motors Ltd. Each bus will have clutchless semi-automatic Pneumo-Cyclic gearboxes and will be powered by 125 b.h.p. Leyland 0.400 diesel engines with fluid flywheels.

All the chassis are to be shipped in completely-knocked-down form for local assembly at the Leyland Albion assembly plants at Salisbury, Nairobi, and Johannesburg.

Danish traction order

The English Electric Co. Ltd. have received an order worth some £500,000 from the Danish State Railways for power equipment for 45 two-coach electric trains. The new trains are for the modernization of the Copenhagen suburban services and will have a new layout aimed at making the services more comfortable and attractive to passengers.

Orders for catering equipment

New orders for catering equipment have been received by Stotts of Oldham from Burma, Pakistan, Turkey and Malaya. The Government of Burma have ordered 50 heated trolleys, worth £13,000, for the Medical Department of the Army. A complete kitchen worth about £5,000 will be supplied for the Science Lycee of the Middle East Technical University, at Ankara, Turkey, and several items of equipment, worth about £1,000, have been ordered from Stotts for the Dungun Rural Hospital, in Trengganu, Malaya. An order for £2,500 worth of equipment has been received from the Hotel Ambassador, Lahore, Pakistan.

Orders from Moscow

Mr. John M. Brice and Mr. Jack Humphries of the Coventry Gauge and Tool Co. Ltd., London, have recently returned from Moscow where further orders were obtained for Matrix precision gear and thread grinding machines to the value of £207,000.

This was the twelfth visit of Mr. Brice to the Soviet Union in four-and-a-half years, and each visit has resulted in substantial contracts being placed for Matrix machines.

Casting installations for Hungary

Albert Mann Engineering Co. Ltd., Basildon, Essex, a subsidiary of United Flexible Metallic Tubing Co. Ltd., in co-operation with AEI-Birlec Ltd. of Aldridge, Staffordshire, have announced that they have obtained a contract valued at nearly £400,000 from a Hungarian State Trading Organisation, for two fully continuous casting installations.

Decorated tableware for Finnish hospitals

Viking Industrial Plastics Limited, London, W.1, have secured an order to supply the Finnish State Hospital Organization with melamine tableware. The order is for Viking's decorated tableware—cups, saucers, tea plates, dessert plates, fruit plates, fruit, soup and dinner plates. These decorated designs are supplemented by Viking's plain sugar bowls and salad/fruit bowls.

Singapore contract for aeration equipment

Activated Sludge Ltd., a Hawker Siddeley company, have been awarded a contract for aeration equipment for the new Toa Payoh sewage treatment works at Singapore by Messrs. Alliance Engineering (Malaya) Ltd. The contract, which is under the jurisdiction of the Singapore Public Works Department is valued at £128,000.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of February 19. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page XV of Supplement to issue of April 16) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Trade mission to Spain

A BRITISH TRADE MISSION sponsored by the Birmingham and London Chambers of Commerce (see *Board of Trade Journal*, April 30, page 971) returned from Spain on May 7.

At London Airport the leader of the mission, Mr. Ralph Gabriel, managing director of Charles Churchill and Co. Ltd., and a member of the Export Council for Europe said: 'We are highly satisfied with the reception which the Spaniards have given to our mission. Our members have made more than 250 visits to Spanish companies and are very pleased with the results. New contacts have been made and old associations renewed which should lead to orders coming to the United Kingdom for more than £1 million over the next year or 18 months. The Spanish businessmen were full of praise for British goods and were most cordial in their reception of us. We spent most of the week in Bilbao and the northern area of Spain. With the old commercial links with Britain we found people there very interested in our products and I would recommend any British exporter of capital and engineering goods to give due attention to this area.'

Market conditions in Asia and Australasia

Mr. E. T. Barnett, a director of Watson Neale & Company Limited, Leatherhead, Surrey, left the United Kingdom on May 10 for the first of his two 1965 major tours of Asia and Australasia. Watson Neale & Company Limited acts as overseas travelling market consultants for a number of well-known United Kingdom principals to investigate market conditions, report thereon, and to assist local agents to increase their share of the market potential.

Business trip to United States

Mr. Philip H. Crocket, managing director of County Chamois Co. Ltd., Tamworth, accompanied by his works manager, Mr. Raymond Dennis, flew to New York on May 17 to make the acquaintance of some of his American customers, and to find out the extent of the dollar market. Mr. Crockett is making this trip to the United States to consolidate the business bonds created during a big export drive during 1964. He is anxious to experience the conditions of the American market so that he can convey to his employees some of the interest of exporting, and to give to them first-hand information regarding his American clientele.

Sales manager's visit to South Africa

Mr. Garfield James, sales manager of Fielding and Platt Limited, the Gloucester hydraulic press manufacturers, left in May on a sales tour to South Africa. He will be away for two and a half weeks. Among industrial centres he expects to visit are Johannesburg, Cape Town, Durban and Buluwayo.

Leicester directors search for export orders

Mr. Ernest Hopwell, chairman, and Mr. Jim Davies, sales director, of the Marwin Group, machine tool manufacturers, of Anstey, Leicester, left London Airport for Johannesburg on May 9 on the first leg of a six week, 35,000 mile world tour in search of export orders.

They are visiting Johannesburg, Cairo, Bombay, Sydney, Tokyo, Honolulu, Los Angeles, Chicago, Toronto, Montreal and New York. Before leaving, Mr. Davies said: 'As well as negotiating for orders we hope to set up agencies in all the countries we visit. These will supplement our existing European network.'

Market research expedition to Yugoslavia

A special British Mechanical Engineering Federation market research expedition to Yugoslavia left London on May 10. The expedition was seen by Mr. Douglas Jay, President of the Board of Trade.

Commander Reay Parkinson, a member of BMEF staff, who is in charge of the project, will tour Yugoslavia for a month or more in a Land Rover, carrying a heavy load of catalogues covering mechanical engineering equipment. He will investigate potential markets for 20 collaborating companies and will visit the main trade centres of Yugoslavia.

The expedition has the support of the British National Export Council under the new scheme of Government support for co-operative ventures sponsored by trade associations. This is among the first to receive approval. Commander Parkinson is accompanied by three apprentices, seconded from their companies in order to gain experience of European industry.

Far Eastern tour

Mr. J. D. Butterworth, Sales Executive, Wilson and Longbottom Limited, carpet loom and other textile machinery manufacturers, has left for a Far Eastern tour covering India, Pakistan, Malaya and Hong Kong and Japan and will be away for about eight weeks.

Dr. E. G. West, Director of the Copper Development Association, left London on May 12 for a four-week tour of the United States and Canada during which he will survey applications of copper and copper alloys and some of the research work in progress. He will also visit laboratories and plants in Canada and be the guest speaker at the Annual General Meeting and dinner of the Canadian Copper and Brass Development Association in Toronto on June 9.

World tour by sales director

Mr. M. M. Ruddock, sales director of H. H. Robertson (Export) Limited, a member of the Robertson Group of Companies, leaves on June 12 for a three months' world tour to promote exports. His itinerary includes associate companies in the United States, Canada, Australia and South Africa for an interchange of ideas on manufacturing developments. Long-established agents and representatives will be visited in New Zealand, Nigeria, Malaya and Hong Kong, while new markets are to be investigated in India and Japan. The Robertson Group manufacture and market specialized building products. The overseas trade controlled by the United Kingdom over the past 10 years has increased fifteenfold.

European sales trip

Mr. R. W. Elliott, sales manager, and Mr. M. Hawkes, technical services manager, of Bendix Electronics Ltd., Nottingham, are currently making visits to Germany, Switzerland and Italy to consolidate the relations between agents acting on behalf of the company in these countries and existing customers, along with the overall aim of making fresh contacts among industrialists and scientists.

Sales promotion tour of Middle East and Greece

Mr. R. T. Barnfield, managing director of Mercury Truck and Tractor Co. Ltd., Guildford, left on May 16 for a 10-day sales promotion tour of the Middle East and Greece, where he will visit the company's agents, customers and potential customers.

The company manufactures a wide range of industrial tractors. Applications include aircraft towing tugs and general haulage duties on airfields, docks, railways, steel and chemical works, and similar undertakings.

African sales tour

Mr. G. H. Morris, export manager of the Gilbert Group of Companies, is shortly to undertake a tour of East and West Africa on behalf of the member companies of the Group. He will be visiting many customers and agents to discuss further installations of equipment in various countries. This equipment will range from bread machinery and ovens, industrial finishing plant (for plastics and paints, etc.) to fully automatic wrapping machines. He will be away for approximately four weeks travelling through Uganda, Kenya, Tanzania, Nigeria, Ghana, Sierra Leone and Gambia, consolidating all existing arrangements and making numerous calls in these areas.

Sports equipment for Far East

Mr. George Carr, general sales manager of the Dunlop Sports Group, has recently completed a six weeks' tour of India, Thailand, Malaysia, Hong Kong, Japan, Australia, New Zealand, South Africa and Kenya. A drive to export still more sports goods to the Far East is one of the results of this trip. Mr. Carr said recently: 'There is no end in sight of the golf boom in Japan and we shall take advantage of it. The Dunlop '65 golf ball already holds 80 per cent of the first grade golf ball market, but we are not averse to seeing it go higher.' Dunlop Sports Co. claim that they already export over half of the output from their five United Kingdom factories to 151 countries.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. A list of these offices was given in the Board of Trade Journal *of April 16, page xiv.*

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

IRISH REPUBLIC

Budget amendments of Import Duties

SOME IMPORT Duties have been amended by the recent Budget in the Irish Republic. The new rates of duty, effective from May 12, are as follows:

BEER (Tariff Heading Nos. 22.03, 22.07 (A))

Description	Rate of Duty
	£ s. d.
Customs Duty:	
(a) Beer of any description of which the worts were before fermentation of a specific gravity of 1,055° – for every 36 gallons	14 17 6
Customs Drawback:	
(b) Beer of an original specific gravity of 1,055° – for every 36 gallons .	14 17 3

In the case of beer which is chargeable with duty at the rate shown at (a) above, or in the case of beer on which drawback is payable at the rate shown at (b) above, and the specific gravity of the beer is not 1,055°, the duty or drawback shall be varied proportionately.

Note: There are no Preferential rates of duty.

CERTIFICATES OF ORIGIN

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MINERAL HYDROCARBON LIGHT OIL
(Tariff Headings Nos. 27.07 (A), 27.09 (A), 27.10 (A), 29.01 (A), 36.08 (A), 38.18 (A) and 38.19 (A))

Description	Rate of Duty
	s. d.
Mineral hydrocarbon light oil . . . . . per gallon (Comprising: Hydrocarbon oils of which not less than 50% by volume distils at a temperature not exceeding 185 degrees centigrade, or of which not less than 95% by volume distils at a temperature not exceeding 240 degrees centigrade, or which give off an inflammable vapour at a temperature of less than 22·8 degrees centigrade when tested in the manner prescribed by the Acts relating to petroleum).	3 4½

HYDROCARBON OIL, OTHER SORTS
(Tariff Headings Nos. 27.07 (C) (1), 27.09 (B) (1), 27.10 (D) (2) (a), 29.01 (C) (1), 38.07 (A), 38.08 (A), 38.09 (B), 38.18 (B) and 38.19 (B))

Description	Rate of Duty
	s. d.
Hydrocarbon oil, not otherwise liable to duty . . . . per gallon	2 8⅝

Note: There are no Preferential rates of duty.

REBATES ON HYDROCARBON OIL, OTHER SORTS
(Tariff Headings Nos. 27.07 (C) (1), 27.09 (B) (1), 27.10 (D) (2) (a), 29.01 (C) (1), 38.07 (A), 38.08 (A), 38.09 (B), 38.18 (R) and 38.19 (B))

Description	Rate of rebate per gallon
	s. d.
Rebate allowable under subsection (2) of section 21 of the Finance Act, 1935, on hydrocarbon oil, other sorts, on which customs duty has been paid:	
(1) at the rate of 2s. 8⅝d. per gallon	2 8⅝
(2) at the reduced rate of 2s. 7⅞d. per gallon	2 7⅞

In the case of hydrocarbon oil, other sorts, which is shown to the satisfaction of the Revenue Commissioners to be intended for use for a purpose other than combustion in the engine of a motor vehicle the increase in the rates of rebate equals the increase in the rates of duty so that such oil continues to be completely relieved from duty.

For the purpose of the rebates mentioned above, the expression 'motor vehicle' means a mechanically propelled vehicle designed, constructed and suitable for use on roads, but does not include a tractor which is designed and constructed for use for agricultural purposes or a road roller.

Hydrocarbon oils, other sorts, which is shown to the satisfaction of the Revenue Commissioners to have been used for combustion in the engine of a mechanically propelled vehicle used in an approved passenger road service and on which the increased duty of customs or excise has been paid, the rate of repayment is increased from 9d. per gallon to 1s. 0d. per gallon.

SPIRITS (other than Northern Ireland whiskey described in Part II below)

PART I

Description	Rates of Duty	
	Full	Preferential
	£ s. d.	£ s. d.
Perfumed spirits:		
if warehoused 5 years or more . . . the liquid gallon	19 1 6	18 17 6
if not warehoused, or warehoused less than 5 years the liquid gallon	19 5 6	19 1 6
liqueurs, cordials, mixtures and other preparations in bottle entered in such manner as to indicate that the strength is not to be tested:		
if warehoused 5 years or more . . . the liquid gallon	16 1 10	15 18 6
if not warehoused, or warehoused less than 5 years the liquid gallon	16 5 2	16 1 10
Spirits of any description not heretofore mentioned and mixtures and preparations containing spirit:		
if warehoused 5 years or more . . . the proof gallon	11 18 5	11 15 11
if not warehoused, or warehoused less than 5 years the proof gallon	12 0 11	11 18 5

PART II – NORTHERN IRELAND WHISKEY

Description	Rate of Duty
	£ s. d.
Spirits known as whiskey which at importation are shown to the satisfaction of the Revenue Commissioners to have been wholly manufactured in Northern Ireland and to have been bottled and consigned by the distiller:	
if warehoused 5 years or more . . . . . the proof gallon	10 6 4
if not warehoused, or warehoused less than 5 years . . the proof gallon	10 8 10

NOTE: Where it is proved to the satisfaction of the Revenue Commissioners that any spirits have been used for scientific purposes, or used solely in the manufacture or preparation of articles recognized by them as being used for medical purposes, any customs duty paid on the spirits in excess of the rates applicable to Recognized Medical Preparations (see Special Charging Provision No. 2 (b) in the Customs and Excise Tariff) will be repaid.

Description	Rates of Duty	
	Full	Preferential
	£ s. d.	£ s. d.
(A) Not exceeding 25° of proof spirit:		
(1) Still:		
(a) Not in bottle . . . . . per gallon	11 10	7 1⅝
(b) in bottle . . . . . per gallon	15 10	9 1⅝
(2) Sparkling:		
(a) Not in bottle . . . . . per gallon	13 4	8 0
(b) In bottle . . . . . per gallon	2 4 7	1 9 10½
(B) Exceeding 25° but not exceeding 30° of proof spirit:		
(1) Still:		
(a) Not in bottle . . . . . per gallon	15 10	9 6
(b) In bottle . . . . . per gallon	1 3 10	13 6
(2) Sparkling:		
(a) Not in bottle . . . . . per gallon	18 4	11 0
(b) In bottle . . . . . per gallon	2 9 7	1 12 10½
(C) Exceeding 30° of proof spirit:		
(1) Still:		
(a) Not in bottle . . . . . per gallon	1 9 10	19 10⅜
(b) In bottle . . . . . per gallon	1 17 10	1 3 10⅜
(2) Sparkling:		
(a) Not in bottle . . . . . per gallon	1 15 10	1 3 10⅜
(b) In bottle . . . . . per gallon	3 7 1	2 5 9½
together with, as respects wine exceeding 42° of proof spirit, an additional duty for every degree or fraction of a degree above 42° of,		
in the case of still wine . . . . . per gallon	2 0	1 4
in the case of sparkling wine . . . per gallon	2 6	1 8

TOBACCO (Tariff Heading Nos. 24.01 and 24.02)

Description	Rates of Duty
	£ s. d.
Unmanufactured:	
if stripped or stemmed:	
containing 10% or more by weight of moisture . . . the lb.	3 6 0
containing less than 10% by weight of moisture . . . the lb.	3 13 4
if unstripped or unstemmed:	
containing 10% or more by weight of moisture . . . the lb.	3 5 11½
containing less than 10% by weight of moistur . . the lb.	3 13 3½

NOTE: There are no Preferential rates of duty other than the Preference rates shown below:

	Full	Preferential
	£ s. d.	£ s. d.
Manufactured:		
cigars . . . . . the lb.	4 3 0	3 9 2
cigarettes . . . . . the lb.	4 0 6	3 7 1
Cavendish or Negrohead . . . . . the lb.	4 2 6	3 8 9
Cavendish or Negrohead manufactured in bond . the lb.	4 2 0	3 8 4
other manufactured tobacco . . . . . the lb.	4 0 6	3 7 1
snuff containing more than 13% by weight of moisture the lb.	4 0 0	3 6 8
snuff not containing more than 13% by weight of moisture	4 2 6	3 8 9

Inquiries relating to this notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

FRANCE

Global quota for imports of horsemeat

THE FRENCH *Journal Officiel* of May 20 announced the opening of a quota for the import of horsemeat, fresh or chilled, excluding frozen (Tariff No. 02-01 AI ex a) originating in and imported from all countries other than member countries of the European Economic Community.

This quota will be open until July 10 and will be opened in two blocks, the first closing on June 20 and the second on July 10.

It has been decided that requests for import licences will be accepted only from importers who can show that they imported horsemeat from the member countries of the European Economic Community, Poland, Yugoslavia and the Republic of Ireland between January 1, 1963, and April 30, 1965.

Separate import licence applications for each of the two blocks may be submitted to the *Direction des relations économiques extérieures, service des autorisations commerciales (importations), 8 rue de la Tour-des-Dames, Paris, 9e,* until May 27, at 11.30 a.m. Licences for each block will be valid until June 20 and July 10 respectively.

Import licence applications must be accompanied by a statement of imports effected, showing the countries from which they were imported, between January 1, 1963, and April 30, 1965. The statement must be in the form laid down in the original French text of the notice and must be certified as correct by the banking establishment which made payment.

Global quota for imports of early potatoes

THE FRENCH *Journal Officiel* of May 4 announced the possibility of importing early potatoes originating in and imported from all countries. These imports may be effected only under the minimum price procedure laid down in a notice to importers dated July 29, 1962.

For potatoes imported from Great Britain the reference prices to be taken into consideration are as follows, recorded on the *Halles Centrales* market in Paris:

Tariff No.	Product	Minimum Price per Kg. in Francs	Period
07-01 A II a 2 b	Brittany potatoes or potatoes from the South	0·67	May 25-31

The import certificates must be used within four days, including the day on which the visa is affixed, but they will not, in any case, be available for use after May 31.

The French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

EUROPEAN ECONOMIC COMMUNITY

European Atomic Energy Community

THE FOLLOWING further translations of EEC and EURATOM Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

No.	Description	Price
158/64	On the standard calculation of internal taxation levied on imports of certain dairy products	6d.
170/64	On measures relating to import and export certificates and to advance fixing of the levy and the refund on certain kinds of compound feeding stuffs	6d.
172/64	Maintaining, as a transitional measure, the reduction in the levy chargeable on imports of husked rice, instituted by Regulation No. 105/64	3d.
178/64	On the amount of and conditions governing premiums on denaturing of wheat and rye	9d.
185/64	On refunds applicable to exports to third countries of dairy products subject to derived levy	9d.
186/64	To amend Regulation No. 158/64 relating to internal taxation levied on imports of certain dairy products	3d.
187/64	Fixing the amount of the levies in relation to third countries in pigs, pigmeat and pigmeat products, in respect of imports effected between January 1 and March 31, 1965 . . .	3d.
190/64	To determine the quantity of feed-grain required to produce 1 kg. of farmyard poultry eggs for hatching, and to extend the period of validity of Regulations Nos. 45, 46 and 116	3d.
199/64 & 6/64 EURATOM	To amend the regulation of the councils determining the emoluments of Members of the Court of Justice	6d.
200/64 & 7/64 EURATOM	To amend the Regulation of the Councils determining the emoluments of Members of the Court of Justice	6d.
201/64 & 8/64 EURATOM	To give effect to the provisions of Article 7 of the Regulation of the Councils determining the emoluments of Members of the Court of Justice.	6d.
202/64	To amend Regulation No. 63 determining the emoluments of Members of the Commission	6d.
204/64	To give effect to the provisions of Article 7 of Regulation No. 63 determining the emoluments of Members of the Commission .	3d.
1/65	To correct the free-at-frontier prices used in calculating the levies and refunds applicable to certain dairy products . . .	3d.
2/65	Fixing the additional amount of the levies on poultry eggs in shell .	3d.

FEDERAL REPUBLIC OF GERMANY

Commercial inquiries for Hanover and Lower Saxony

THE COMMERCIAL WORK undertaken by the Consulate-General in Hanover has been transferred to the Consulate-General, Hamburg, and all future commercial inquiries should be sent to Hamburg (address: Harvestehuderweg 8a).

Inquiries about this notice should be made to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Abbey 7877, Ext. 2307).

SPAIN

Customs duties

IN THE *State Gazette* of May 10 the Spanish authorities announced the following changes in the transitory rates of duty:

(a) the duty on apparatus and parts for industrial use of glass of weak coefficient of expansion (tariff heading 70.21A) has been reduced to 1 per cent;

(b) the duty on portable tools and machine tools, the motor of which provides a rotating movement only, (tariff heading 84.49B) has been raised to 18½ per cent, except for portable tools and machine tools which are not operated by compressed air. The latter continue to attract the 1 per cent duty.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

IRAN

Documentation of exports

NOTICES ON THIS subject appeared in the *Board of Trade Journal* on September 18, September 25 and October 16, 1964.

The Iranian Embassy have now informed us that, according to a notice issued by the Iranian authorities, documents covering consignments of goods which are either dutiable according to weight or duty free need no longer be authenticated. This means that documents of this description do not now have to bear the special statement referred to in the earlier notices nor is it obligatory for them to be legalized by the Iranian Embassy.

The Embassy have indicated, however, that they are still prepared to legalize these documents in cases where exporters wish this to be done.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2221).

LEBANON

Customs tariff

THE FOLLOWING AMENDMENTS have been made to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for Collection	Normal tariff
27.11	Petroleum gases and other gaseous hydrocarbons:		
	(a) Butane gas	1,000 Kilogram Net (the duty not to be less than 8% *ad val.*	1,320 Piastres
	(b) Other	*ad val.*	8%

Note: The official rate of exchange is approximately £8·62 Leb. to £1 Sterling.

All inquiries about this notice should be addressed to Tariff Section, Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

EQUATORIAL AFRICAN CUSTOMS UNION (INCLUDING CAMEROON)

Common external tariff

THE *Board of Trade Journal* of September 28, 1962, published details of the Equatorial African Customs Union common external tariff. List B of this tariff was of products for which the customs duties were temporarily suspended for certain countries. The *Journal Officiel* of the Congo Republic (Brazzaville) dated December 1, 1964, has now published an announcement to the effect that during 1965 customs duties for the goods appearing on List B have been fixed at 60 per cent of those shown in the common external tariff, with the exception of those products detailed below, the duty for which is levied at 30 per cent of those shown in the common external tariff:

(1) Stockfish and clipfish of tariff nos. 03-02-12 and 13 imported into Cameroon and Gabon;

(2) Other woven fabrics of cotton, unbleached, of tariff nos. 55-09-01, 02, 51, 52 and 90 imported into Cameroon; and

(3) Other woven fabrics of cotton, printed, of tariff nos. 55-09-06, 56 and 90 imported into the five States.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF SOUTH AFRICA

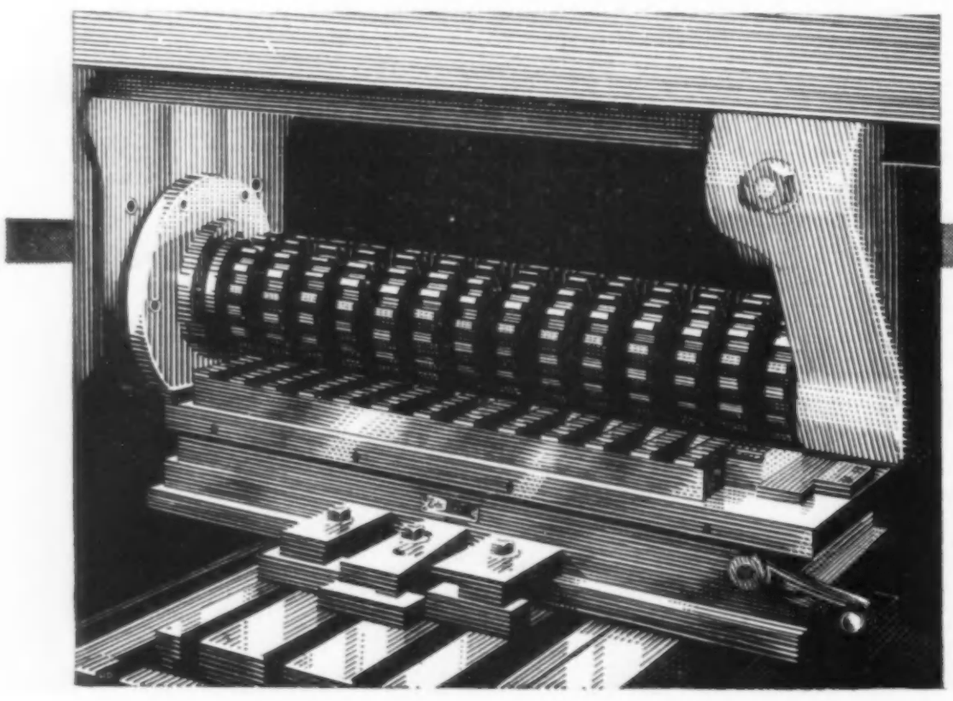
Imposition of ordinary dumping duty

GOVERNMENT NOTICES R601 and R602, published in the *Republic of South Africa Government Gazette* of May 7 impose, as from that date ordinary dumping duty in addition to any other duty payable thereon, on the undermentioned goods which are imported into the Republic from or originate in the territories mentioned hereunder. In the case of salicylamide the dumping duty imposed also applies to the goods when imported under rebate of duty facilities.

Item	Goods	Territories
	G.N. R601	
206.02	29.25 (2) Salicylamide.	Denmark, France, Hungary, Poland, United Kingdom, USSR, Western Germany.
	G.N. R602	
207.02	40.02 Polybutadiene-styrene containing not more than 38 per cent by weight of styrene.	Canada, Italy, United Kingdom.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government, The Controller and his staff will give you all possible help in your efforts to sell your goods overseas. Addresses on page xiv of April 16 issue.



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Further advice from your local 'Eclipse' distributor.

Eclipse THE FIRST NAME FOR MAGNETIC TOOLS

Made by James Neill & Company (Sheffield) Limited
and obtainable from all tool distributors

PM166

Customs tariff changes

CERTAIN TARIFF CHANGES were notified on page 1111 of the *Board of Trade Journal* of May 14. Complete details of these changes, as published in the Republic of South Africa *Government Gazette* of May 7, are set out below. The changes are effective from May 7.

Tariff Heading	Statistical Unit	Rate of duty		
		General	MFN	Preferential
40.02 By the substitution for the heading of the following:				
40.02 Synthetic rubber latex; pre-vulcanized synthetic rubber latex; synthetic rubber; factice derived from oils:				
40.02.10 Polybutadiene-styrene containing not more than 38% by weight of styrene	lb.	5c. per lb.		
40.02.90 Other	lb.	Free		
40.05 By the substitution for the heading of the following:				
40.05 Plates, sheets and strip, of unvulcanized natural or synthetic rubber (excluding smoked sheets and crepe (sheets of heading No. 40.01 or 40.02); granules of unvulcanized natural or synthetic rubber compounded ready for vulcanization; unvulcanized natural or synthetic rubber, compounded before or after coagulation either with carbon black (with or without the addition of mineral oil) or with silica (with or without the addition of mineral oil), in any form, of a kind known as masterbatch:				
40.05.10 Masterbatches containing polybutadiene-styrene . . .	lb.	5c. per lb.		
40.05.90 Other	lb.	20%		
40.11 By the substitution for the heading of the following:				
40.11 Rubber tyres, tyre cases, interchangeable tyre treads, inner tubes and tyre flaps, for wheels of all kinds:				
40.11.10 Solid tyres	lb.	250c. per 100 lb.	166⅔c. per 100 lb. (UK; Canada)	
40.11.20 Pneumatic tyres, tyre cases and inner tubes suitable for use on aircraft	lb.	250c. per 100 lb.		
40.11.30 Pneumatic tyres, tyre cases and inner tubes, suitable for use on pedal cycles	lb.	25% plus 167c. per 100 lb. or 1,082c. per 100 lb.	25% or 915c. per 100 lb. (UK; Canada)	
40.11.40 Inner tubes suitable for use on motor cycles.	lb.	1,000c. per 100 lb.	833⅓c. per 100 lb. (UK; Canada)	
40.11.50 Other inner tubes	lb.	1,000c. per 100 lb.	875c. per 100 lb. (UK; Canada)	
40.11.70 Other pneumatic tyres and tyre cases:				
.10 Suitable only for retreading	lb.	833⅓c. per 100 lb.	666⅔c. per 100 lb. (UK; Canada)	
.90 Other	lb.	1,000c. per 100 lb.	833⅓c. per 100 lb. (UK; Canada)	
40.11.90 Other	lb.	20%		

RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE Tariff (Amendment) Notice, 1965 (No. 3), published as Rhodesia Government Notice No. 320 of May 14, amends the Customs tariff as follows:

[Part II]

(Britain pays the Column D rate of Duty)

Tariff	Item	Effective Rate of Duty			
		Duty A	Duty B	Duty C	Duty D
116	Lamps and lampware: By the repeal of paragraph (e) and by the substitution of: (e) Other, n.e.e., including brackets and fittings, but not parts of motor vehicles or cycles: (i) Lighting units, metal (not being cast or flamerpoof) of a type suitable for incorporating fluorescent tubes, and metal bodies therefor . *ad val.*	50%	40%	40%	25%
	(ii) Other . . *ad val.*	35%	25%	25%	10%
215	By the repeal of the item and by the substitution of: 215 Ammonia (solution) and anhydrous ammonia, ammonium carbonate, ammonium chloride (sal-ammoniac) and ammonium perchlorate; in bulk *ad val.*	10%	5%	Free	Free
227	By the repeal of the item, including the note thereto and by the substitution of: 227 Fertilizers, organic or inorganic; phosphate rock; ammonium phosphates in bulk: (a) Containing more than 2% of total phosphorus expressed as P_2O_5: (i) Imported under the authority of a licence issued by the Secretary for Trade, Industry and Development . . .	Free	Free	Free	Free
	(ii) Other: (A) Superphosphates, single, double or triple, including ammoniated superphosphates . for each 1% of total phosphorus (expressed as P_2O_5) per ton of 2,000 lb.	£0 3s. 6d.	£0 3s. 6d.	£0 3s. 6d.	£0 3s. 6d.
	(B) Basic slag . per ton of 2,000 lb. .	£3 0s. 0d.	£3 0s. 0d.	£3 0s. 0d.	£3 0s. 0d.
	(C) Phosphate rock and raw rock phosphate: ground or unground, or calcined per ton of 2,000 lb.	£3 0s. 0d.	£3 0s. 0d.	£3 0s. 0d.	£3 0s. 0d.
	(D) Guano, containing more than 10% of total phosphorous, expressed as P_2O_5 per ton of 2,000 lb.	£3 0s. 0d.	£3 0s. 0d.	£3 0s. 0d.	£3 0s. 0d.
	(E) Fertilizer mixtures and compounds and other fertilizers per ton of 2,000 lb.	£6 0s. 0d.	£6 0s. 0d.	£6 0s. 0d.	£6 0s. 0d.
	(b) Other . . .	Free	Free	Free	Free
	NOTE: For the purpose of assessing the amount of duty payable in terms of sub-paragraph (A) of sub-paragraph (ii) of paragraph (a) of this item, the total phosphorous content shall be calculated to the nearest 1% and for this purpose ½% shall be deemed to be less than ½%.				

Suspensions of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations 1965 (No. 22), published as Rhodesia Government Notice 329 of May 14, amend the Customs and Excise (Suspension) Regulations 1964 to the following extent:

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
	FIRST SCHEDULE				
Ex 104 (a)	By the insertion of the following item: Fencing standards, drilled or pointed, of a weight not exceeding 1¾ lb. per foot . . . *ad val.*	10%	5%	Free	Free
	By the repeal of the items headed 'Ex 122 (1) Iron and Steel'; and by the substitution of: Ex 122 (1) Iron and steel: ex (a) Pig iron . *ad val.*	10%	5%	Free	Free
	(b) (i) Flat or in coils, corrugated or channelled, being galvanized; corrugated or channelled; uncoated or rough coated to prevent rust: of a thickness of not less than ·0196 inch but less than ·125 inch . *ad val.*	10%	5%	Free	Free
	(b) (ii) Flat or in coils, with				

(Continued on next page)

RHODESIA, *continued*

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
	plain surface, uncoated or rough coated to prevent rust: of a thickness of not less than ·0196 inch but not more than ·25 inch . *ad val.*	10%	5%	Free	Free
ex (c) (i) (A)	Rod, of a diameter of more than ½ inch and not more than 2¾ inches . *ad val.*	10%	5%	Free	Free
ex (c) (i) (B)	Bar, of a rectangular cross-section other than square, and of a thickness of not less than ⅛ inch and not more than 1 inch, in widths of not more than 3 inches *ad val.*	10%	5%	Free	Free
ex (c) (i) (C)	Bar, square, with a cross-section of not less than ½ inch by ½ inch and not more than 1½ inches by 1½ inches *ad val.*	10%	5%	Free	Free
ex (c) (i) (D)	Channel, of a flange size of 3 inches and a web size of 4 inches *ad val.*	10%	5%	Free	Free
ex (c) (i) (E)	Angles, equal, of a flange size of 3½ inches or 4 inches *ad val.*	10%	5%	Free	Free
ex (c) (i) (E)	Angles, equal, of a flange size of not less than 1 inch and not more than 2 inches, and of a thickness of not less than ·09 inch and not more than ½ inch . *ad val.*	10%	5%	Free	Free
ex (c) (i) (F)	Angles, unequal, of a flange size of 3 inches by 2½ inches, and of a thickness of ⅜ inch . *ad val.*	10%	5%	Free	Free
(c) (i) (G)	Z section, of a perpendicular of not less than 1 inch and not more than 1¼ inches, and a flange size of not less than ¾ inch and not more than than 1¼ inches and of a thickness of not more than 9/64 inch *ad val.*	10%	5%	Free	Free

MALAYSIA (STATES OF MALAYA)

Import licensing

THE BOARD OF TRADE has been informed by cable of Notice to Importers States of Malaya No. 2, which states that with effect from May 13, 1965, Iron and Steel Sheets (Tariff Code No. 674.310) imported or transported by sea, air, road or rail from any country including the Malaysian Customs areas of Singapore, Penang, Sabah, Sarawak and Labuan, must be covered by specific Import Licences approved by the Ministry of Commerce and Industry.

Letters of Credit for the goods must not be established and orders for such goods must not be placed with suppliers, unless an appropriate Import Licence is first obtained from the Ministry authorizing the importation of the goods. Importers who have already established irrevocable Letters of Credit for the said goods should have produced to the Ministry, within seven days of the Notice, documentary evidence of the establishment of such Letters of Credit.

MALAYSIA (SINGAPORE)

Import control

THE BOARD OF TRADE has received a copy of Notice to Singapore Importers No. 229 which states that with effect from May 13, 1965, the importation of:

(a) Electric refrigerators not over 12 cu. ft. capacity, domestic type (Tariff Code No. 725 011),
(b) Electric refrigerators over 12 cu. ft. capacity, domestic type (Tariff Code No. 725 012),

from any country (including the Malaysian territories) must be covered by specific import licences approved by the Import and Export Control Registration Department. However, goods manufactured in Malaysia or of Malaysian origin are not subject to this measure of import control, but the importation of such goods must be supported by documentary evidence showing the country of manufacture or origin of the goods and countersigned by the appropriate Malaysian Customs authority of the exporting State.

A Notification published in the Singapore *Government Gazette* Extraordinary amends the Open General Import Licence No. 1 of 1961 by placing the above-mentioned goods on a specific import licensing basis. Specific import licences are now required for the said goods imported by sea, air, road or rail, except for consignments manufactured in Malaysia or of Malaysian origin, and will be restricted to import quotas to be issued by the Department.

Import quotas will be issued as follows and for a period of three months commencing May 13, 1965, in the first instance:

(i) Electric Refrigerators not exceeding 12 cu. ft. capacity - 50 per cent of 1964 imports;
(ii) Electric Refrigerators over 12 cu. ft. capacity – 100 per cent of 1964 imports.

The quotas are subject to review at the end of each three-month period.

Applications for import quotas must be supported by documentary evidence of imports for 1964. These documents should be accompanied by a detailed statement relating to such imports. The duplicate (Customs) copy of relevant inward declarations and relevant invoices for 1964 will serve as proof of imports for the said year. Proof of imports from the States of Malaya will be by way of copies of Malayan Customs Declarations.

Letters of Credit for the said goods must not be established, and orders for such goods *must not* be placed with suppliers unless an appropriate Import Licence is first obtained from the Department authorizing the importation of the goods.

Goods already afloat or for which irrevocable Letters of Credit were established before May 13, 1965, will be permitted import, but such consignments will be held against the importer's quota. If such consignments exceed an importer's quota the excess quantities will be debited against his quota for the following period or periods.

Import Licences for goods to be imported into Singapore for the purpose of re-export to other destinations outside Singapore will be issued with the following conditions:

(i) the goods, pending re-export, shall be stored in the godowns of the Port of Singapore Authority;
(ii) the goods shall be re-exported within the period specified in the import licence.

Existing Import Licences for these goods are hereby revoked unless the licences are covered by irrevocable Letters of Credit established before May 13, 1965.

Importers who have already established before May 13, 1965, irrevocable letters of credit for any of the said goods should have produced to the department, within 14 days of this Notice, documentary evidence of the establishment of such Letters of Credit from the relevant banks:

(a) Confirming that the Letters of Credit have or have not yet been utilized; or
(b) If the Letters of Credit have been fully or partially utilized details of:
  (i) Value and quantity of goods already taken up; and
  (ii) the respective dates when the quantities were imported.

Import of glutamic acid

THE BOARD OF TRADE has received a Notice to Singapore Importers No. 228 which states that the Prohibition of Imports (Glutamic Acid) (Amendment) Order, 1965, published on May 10, 1965, as a supplement to the Singapore *Government Gazette*, amends the Prohibition of Imports (Glutamic Acid) Order, 1964, to the extent that imports of Glutamic Acid into Singapore will be permitted only with the written approval of the Controller of Imports and Exports and for the specific purpose of manufacturing monosodium glutamate.

A previous notice on this subject was published in the *Board of Trade Journal* of November 6, 1965, page 1028.

SOUTH VIETNAM

Import restrictions

THE NATIONAL BANK of South Vietnam has published a list of a wide range of commodities for which the South Vietnamese Ministry of National Economy has suspended either permanently or temporarily the issue of import licences. In most cases the ban has been introduced in order to give protection to local industry. Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479 or 480) where a copy of the list is available for inspection.

Tariff Board inquiry on clothes pegs

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **clothes pegs** (Tariff Item 451 (A) and (B)).

This reference has been made as a result of representations by local manufacturers.

Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
451	CLOTHES PEGS:			
	(A) Spring type . . per gross	1s. 3d.	2s.	2s.
	(B) Other . . . per gross	6d.	1s. 3d.	1s. 3d.

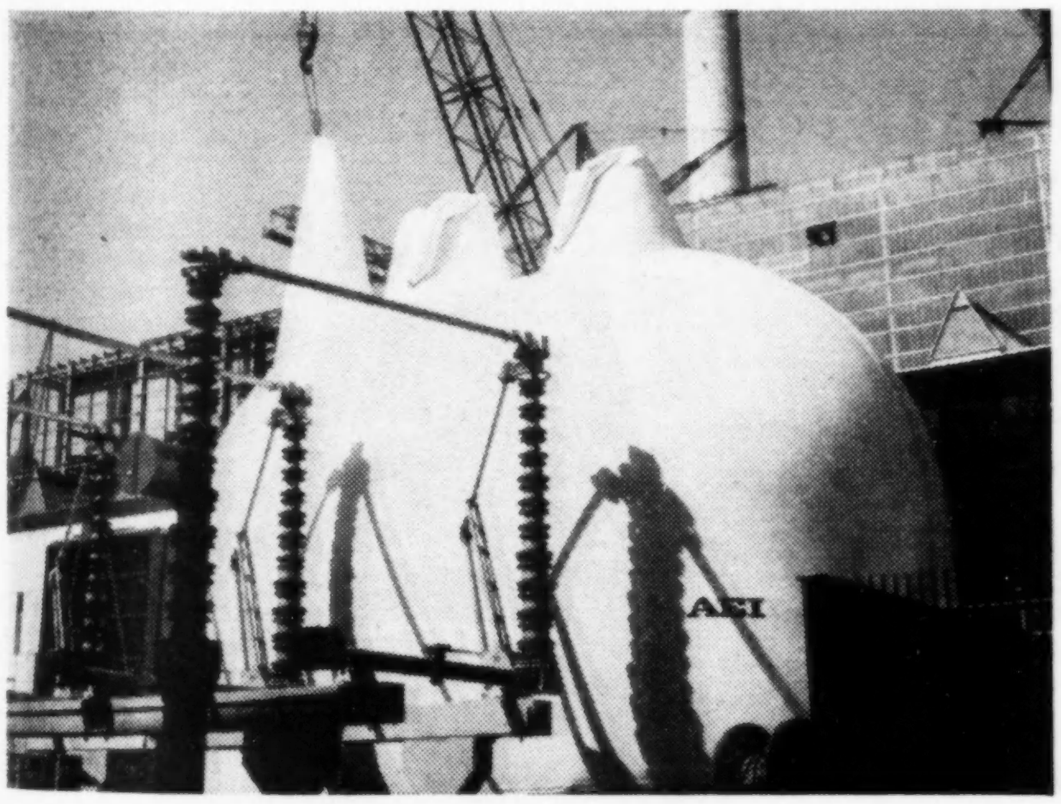
This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than June 11.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 6208/65.

Some dumping duties imposed

SINGLE PHASE A.C. watt-hour meters and trisodium phosphate dodeca hydrate imported into Australia have recently been made the subject of dumping duties under the Customs Tariff (Dumping and Subsidies) Act, 1961.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. CRE 14626/64 and CRE 4518/64 respectively.

(*Continued on next page*)

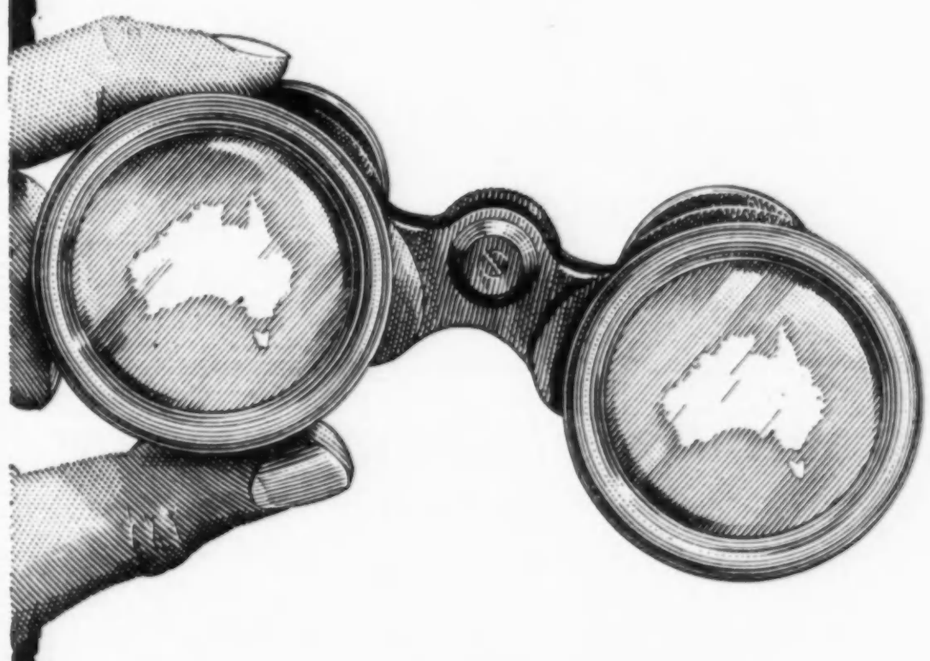


To speed erection time on their large transformers, the AEI Transformer Division are using a PVC airhouse to provide simulated factory conditions. The airhouse was manufactured by Gordon Low Plastics Limited of Horsham, Sussex, using Plastolene 950, a polyester reinforced PVC sheet from Storeys of Lancaster. This strong material is based on Breon PVC resin from British Geon Limited, and is fully resistant to all weather conditions and rough site usage.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

With AUSTRALIA in view...



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AUSTRALIA, *continued*

Details of temporary duties

DETAILS ARE GIVEN below of the temporary changes made in Australian Customs Duties which came into effect on May 12, 1965. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
178	Motive power machinery and appliances (except electric): (B) Internal combustion piston engines: (2) Air cooled, not exceeding .0 brake horse-power, but not including: compression ignition engines, motor cycle engines, fractional horse-power engines of the types used in models and toys. [(a) Four-cycle engines with horizontal driving shafts]. . . . *ad val.*	25%	42½%	52½%	25%	42½%	52½%
	each	£6 10s.	£6 10s.	£6 10s.	£6 10s.	£6 10s.	£6 10s.
	or *less ad val.*	17½%	...	...	17½% plus a temporary duty of		
	whichever rate returns the higher duty *ad val.*	...	...	...	17½% (Under new item 178(B)(2)(a))	17½%	17½%
	(a) *Four-cycle engines with horizontal driving shafts* . . . . *ad val.*	25%	42½%	52½%	25%	42½%	52½%
	each	£6 10s.	£6 10s.	£6 10s.	£6 10s.	£6 10s.	£6 10s.
	or *less ad val.*	17½%	...	...	17½%	...	...
	whichever rate returns the higher duty *ad val.*	...	...	...	17½%	17½%	17½%
	and, in addition, a temporary duty of	(Under former item 178 (B)(2)(a))					
	provided that, in respect of such goods in direct transit to Australia on April 12, 1965, which are entered for home consumption on arrival, no temporary duty shall be payable.						

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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NEW ZEALAND

Customs tariff review on some goods

THE NEW ZEALAND Ministry of Customs has announced that it intends to review the decisions of the Minister approving the admission of certain goods under Item 448 (3) of the former Tariff (although the new tariff came into force on July 1, 1962, provision has been made for the continuation of these concessions until June 30, 1966).

The Minister has now decided that goods approved under Item 448 (3) which are subject to the same or lower rates of duty in the present Tariff will revert to the substantive items from June 10, 1965.

Anyone wishing to make representations for or against any of the remaining goods being approved for further concessionary entry under Part II of the present Tariff should do so in writing to the Comptroller of Customs, Private Bag, Wellington, on or before June 10, 1965, clearly marking submissions '448 Review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference .

The following goods are covered by this review:

Bags, trunks, etc:
  Fittings, metal (except metal strips bent or flat), for trunks, cash boxes, portmanteaux, travelling bags, handbags, satchels, purses, hampers, golfbags
DEE mortar plasticizer for cement mixtures
Dee-O, an enzyme preparation for the manufacture of powdered eggs
Detergents:
  The following materials on declaration by a manufacturer for use by him only in making synthetic detergents (not being soaps or containing soaps)
    viz:
    Coconut oil fatty acids
    Methyl cocate
    Methyl laurate
    Sodium methoxide (sodium methylate)
Diacetin (glyceryl diacetate), crude or commercial grades
Diacetone alcohol
Di-allyl-phthalate
Dibutyl sebacate
Dibutyl tartrate
Dichlorodiethyl ether (or dichlorethyl ether)
Dicyandiamide
Dies:
  Discs and rings of forged steel, in the rough, for making dies
Diethanolamine
Diethylamine
Diethylaminoethanol
Diethyl amino propylamine
Diethylene glycol
Diethylene glycol monobutyl ether
Diethylene glycol monoethyl ether
Diethylene glycol monomethyl ether
Diglycol laurate
Diglycol oleate (diethylene glycol mono oleate)
Dihydroxyacetone
Dimethylamine
Dimethyl formamide
2:2 Dimethyl-4-hydroxymethyl 1:3 Dioxolane
Dimethyl phthalate declared by a manufacturer for use by him for approved manufacturing purposes –
    Approved:
  For use as a plasticizer in making paints, varnishes or plastics
Dinonyl phthalate
Dioctyl phthalate
Dioxane (diethylene dioxide)
Dipropylene glycol
Ditertiary butyl para cresol
Dodecyl benzene
Dowfroth 250
Dowicide H. P, and 7
Drugs classed under former Tariff item 121 (1) declared by a manufacturer for use by him only in making ampouled injections not exceeding 15 c.c.s.
Dry cleaners materials:
  Adco size
  Emulsifiers specially prepared for use with dry cleaning solvents
  Examples:
    Adtex
    Alrolenes
    Anolite
    Hexapol
    Sanitone D, X (or X900), 170, 847

(*Continued on page* 1231)

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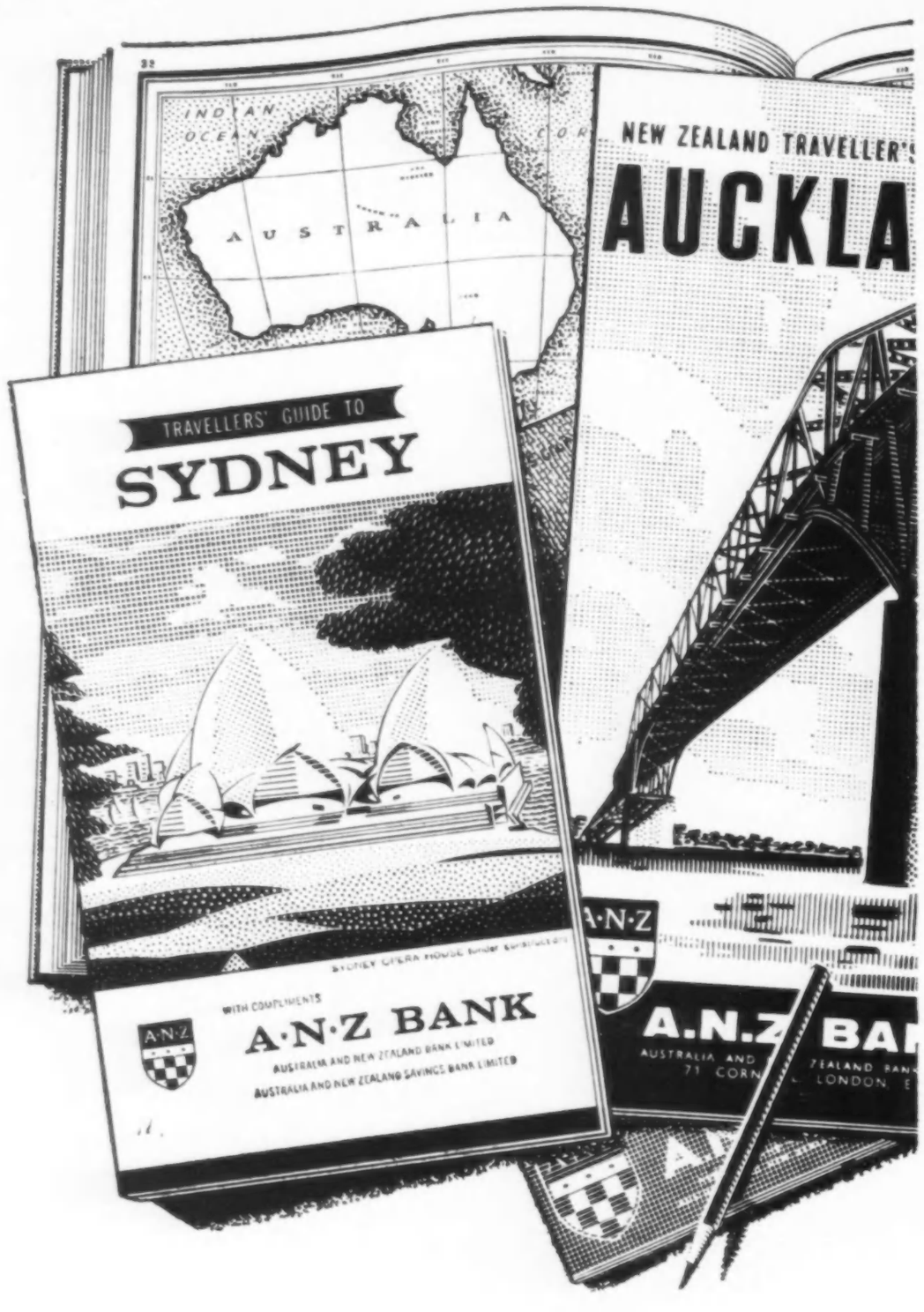

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Foodstuffs
Fruit extracts, powdered
Penicillin oral suspensions
Duomeens and their salts and esters
Dylube, a mould lubricant for brickmaking

Details of the substantive tariff rates can be seen at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Trade Associations thought to be interested have been informed and it is suggested that any British firm wishing to make representations might get in touch with its Trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 11806/G.

Any British firm or Trade Association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

ARGENTINA

Modifications to import lists

ARGENTINE GOVERNMENT Decree No. 1081 of February 15, modifies as follows the lists attached to Decree No. 5439/59:

Tariff No.	Item
4280	Include in List 1 (no surcharge).
29.23.01.55	Maunomustine.
4280	Include in List 1 (no surcharge).
29.41.04.00	Purified benzylidenated glycosides of *Podophyllum emodi* ('Sandoz SPG' and the like).
4280	Include in List 1 (no surcharge).
29.29.08.00	Ethylhydrazide of podophyllinic acid ('Sandoz SPI' and the like).

VENEZUELA

Customs duty

IN THE notice under the above heading published on page 1169 of last week's *Board of Trade Journal*, the kilo gross weight should read BS. 12.00 and *not* BS. 1200 as printed.

UNITED STATES

Investigation of imports of antifriction bearings and parts

A NOTICE was published on page 613 of the *Board of Trade Journal* for March 12, 1965 about an investigation to determine whether or not antifriction bearings and parts are being imported into the United States in such quantities or under such circumstances as to threaten to impair national security.

The Board of Trade understands that the Office of Emergency Planning has now granted a further request filed on behalf of the Anti-Friction Bearing Manufacturers' Association for an extension of time to submit rebuttal statements to material filed in connection with the investigation. It is expected that submission of rebuttals will be accepted until the close of business on June 14, and that all data and comments from interested parties must be submitted by June 29, 1965.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

CANADA

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':
Benzoic acid, pharmacopoeia grade.
Note: Benzoic acid – technical has been previously ruled of a kind made in Canada.
Blades for electric slicing and carving knives such as are used in the home for cutting meat and other food.
(Rulings effective June 21, 1965)

Of 'a class or kind not made made in Canada':
Coin operated amusement devices.
1. Kiddy ride amusement device consisting of a rotating platform on which one or more models of horses are activated in an up and down motion.
2. Kiddy ride amusement device consisting of a stationary platform on which one or more models of animals of various types are activated in an up and down or bucking motion.
3. Kiddy ride amusement device consisting of a stationary platform on which an auto, boat or motor cycle is activated in a rolling and/or rocking motion.

Note: All coin operated amusement rides are now considered to be of a class or kind not made in Canada.
One hundred per cent (100) silk fabrics.
(Rulings effective May 19, 1965)

The above information is contained in Canadian Department of Natonal Revenue Memoranda Series D51-33-3 dated May 20, 1965, D51-16-1, D51-12-1 and D51-26-1 dated May 19, 1965.

GRENADA

Customs tariff changes

THE CUSTOMS DUTIES (Amendment) Ordinance 1965 provides for the amendment of the Grenada Customs Tariff by the *deletion* of items 112-04.9 and 112-04.11 and the *substitution* of the following:

Item No.	Description of Goods	Unit		Rate of Duty	
		Classification	Duty	Preferential	General
112-04.9	Bitters used as a beverage . .	per gal.	per gal.	$10.00	$10.60
112-04.11	Bitters, aromatic, used as a flavouring agents for foods and beverages	per gal.	per gal.	$3.00	$3.60

Import licensing arrangements for pigeon peas and ground nuts

THE LIST OF GOODS which require specific licences when imported into Grenada (see *Board of Trade Journal* of September 9, 1960, page 607) has been further amended by the addition of the following new items:

Pigeon peas
Ground nuts

Inquiries about the above Notices should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Mail for Dominican Republic

THE GENERAL POST OFFICE announce that owing to conditions at Santo Domingo, air and surface mails from the United Kingdom are not reaching the Dominican Republic. Items on hand are being held until such time as it is possible to resume normal service; and, in the meantime, the public are advised not to post any mail for the Dominican Republic until further notice.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

'HOW TO FIND US' (Approach Road) Maps prepared to order; maps to show the way to houses, factories, offices, etc. Anthony Fyffe, Map Compilers, Bourne Chambers, St. Peter's Road, Bournemouth. Tel.: 25226.

"FLASH" Carton Case Opener. The Opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Box Strapping Equipment, Acme Steel Strapping Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 4, Norland Square, London, W.11. Tel.: PARk 0562.

FOR EXPORT ONLY. London's used tyre centre. Tyres with deep treads and sound in all ways can be supplied at following f.o.b. prices: 650 x 20 £3, 700 x 20 £4, 750 x 20 £4, 825 x 20 £5, 900 x 20 £5, 1000 x 20 £5, 1100 x 20 £6, 1200 x 20 £7, 650/750 x 16 £2. All car sizes £1. Other sizes available. Also casings, etc. Junction Road Motors, 104 Junction Road, Islington, London, N.19. ARC 0391.

KHAKI ARMY WEBBING for sale, unused haversacks, web packs, khaki web anklets, khaki and green web pouches, webbing on the roll and any other web equipment in quantities. Send detailed enquiry to Box S.6137, *Board of Trade Journal*, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

HAVE ORDER BOOK (empty or full)? MUST (in either case) travel to the HARTLEPOOLS INDUSTRIAL EXHIBITION, July 13-17, daily from 10.30.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good part worns and unused re-moulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road, (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

TUDOR INDUSTRIAL SERVICES specialise in Export Promotion, documentation, sales correspondence, technical and scientific translations, market research. 7, Heath View Close, East End Road, London, N.2. TUDor 3804.

NISSEN AND ROMNEY TYPE BUILDINGS. Large stocks of new and reconditioned buildings, packed for Export. Inquiries to: Naylors (Bilston) Ltd., Wolverhampton Street, Bilston, Staffs. Tel.: Bilston 41689-42448.

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REDUNDANT PLANT PURCHASED, machine tools, sheet metal machinery, steelworks and foundry plant, O.E.T. cranes electric motors, transformers and switchgear. Specialists in difficult dismantling operations. Prompt inspection and settlement. C. M. Hartshorne & Co. Ltd., Meltham, Huddersfield. Phone Meltham 537.

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A BARGAIN. New Company Registrations. £25 complete, all trades, also Rapid Company Formation Service. Get *Advantages of Trading as a Limited Company*, 3s. post free. Business Economy Limited (Dept. A/92), 156 Strand, London, W.C.2. TEM 8377/2294, 19 Walker Street, Edinburgh 3. CAL 1167.

TO MANUFACTURERS wishing to export to Japan. Our Tokyo Office is at your disposal for any proposition that we can develop in our mutual interests. Reply: Reid, Rowlett & Co. Ltd., 13/14 Basinghall Street, London, E.C.2.

Government Publications

required by customers in the Midlands may be obtained quickly from

Her Majesty's Stationery Office, 35 Smallbrook, Ringway, Birmingham, 5

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	16 April 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry—provisional (Q)	12 Mar. 1965
—final (Q)	9 April 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	22 Jan. 1965
Cars and commercial vehicles (M)	This week
Catering trades turnover (M)	21 May 1965
Chemical industries production (6-M)	21 May 1965
Companies:	
Income and finance (Q)	14 May 1965
New companies registered (M)	21 May 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	2 Apr. 1965
Production, exports and orders (M)	This week
Film industry:	
British film fund agency returns (M)	This week
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	25 Sept. 1964
Food consumption levels (A)	2 Oct. 1964
Foreign trade:	
Commonwealth trade (A)	30 Oct. 1964
Sterling area trade summary (Q)	21 May 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	19 Feb. 1965
Foreign trade of the UK:	
Trade by air (6-M)	30 Apr. 1965
Unit value and volume index nos. (M)	14 May 1965
Value of overseas trade (M)	21 May 1965
Gold and dollar reserves (M)	14 May 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	This week
Business (M)	14 May 1965
Industrial building:	
Provisional figures (Q)	This week
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	26 June 1964
Transactions (Q)	2 Apr. 1965
Investments and earnings overseas (6-M)	2 Apr. 1965
Machine tools deliveries and orders (M)	This week
Pension funds:	
Assets (A)	10 July 1964
Transactions (Q)	5 Mar. 1965
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	14 May 1965
N. Ireland index (M)	This week
Shipping movement at UK ports (Q)	This week
Stocks:	
Manufacturers and distributors (Q)	9 Apr. 1965
Retail (M)	This week
Textiles:	
Clothing and textile orders and deliveries (M)	21 May 1965
Man-made fibres production (M)	7 May 1965
Wholesale houses sales (M)	21 May 1965
Wool and cotton output (M)	21 May 1965
Tourism:	
International tourism (A)	28 Aug. 1964
UK tourist traffic (M)	30 Apr. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	14 May 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	26 Mar. 1965
Board of Trade Regional Organization	16 Apr. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	30 Apr. 1965
British Commercial Representatives Overseas	21 May 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	14 May 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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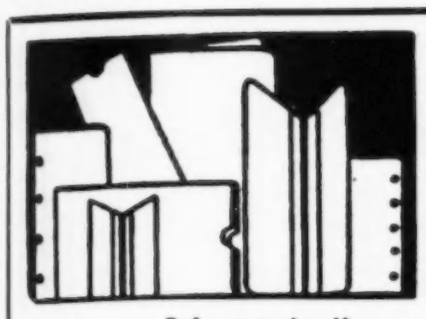
BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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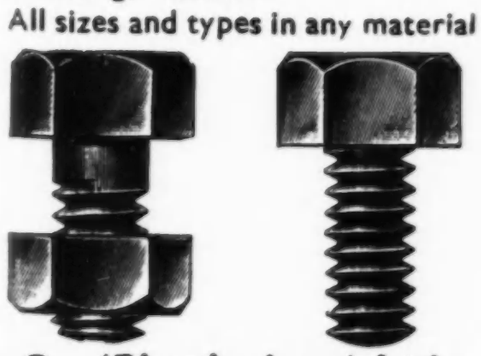

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